A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 20, 1964

New Zealand grows and grows

Greek market expansion steady

Lebanon booms — buys more U.S. goods

Business Bulletins *from around the world*

ECUADOR—Ministry of Development announces plans for large-scale fructiculture program to introduce previously uncultivated fruit varieties including pears, grapes, peaches. Government Development Bank to provide most of the $350,000 needed for project; Israel to provide technical assistance. Ministry's Extension Service, working closely with U.S. AID, to coordinate project.

EEC—Commission estimates total GNP of member states should rise in 1964 at same rate as last year, 4-4½%.

ETHIOPIA—Par value of dollar changed from 40.2500 U.S. cents per Ethiopian dollar to equivalent of 40.0000 U.S. cents per Ethiopian dollar.

FRANCE—Government bonds of $400-million issue subscribed before May 10 to be exempt from income tax. Proceeds of loan to be used to finance Treasury deficit.

Paris exchange cuts margin requirements to stimulate the weak stock market.

GERMANY—Commodore Business Machines, Inc., American-Canadian firm of Toronto, New York, takes over Willy Feiler, Zaehl- und Rechenwerke, Berlin which specializes in manufacture of adding machines, representing Commodore's first venture into EEC. Berlin company employs about 650 persons at two plants in Berlin, Stuttgart.

Condea Petrochemie GmbH, at Brunsbuettelkoog near Hamburg, sets up branch office at London for sale of synthetic alcohols in Great Britain, Ireland. Condea jointly owned by German oil company Duetsche Erdoes AG (DEA), at Hamburg, and Continental Oil Company (Conoco) at Houston, Texas.

INDIA—Minister of International Trade, Manubhai Shah, reported to have said value of Indian exports in fiscal year 1963-64 may total $1,636 million, up $157 million over fiscal 1962-63 exports.

JORDAN—International Development Association extends $6.5 million in loans to Jordan—$3.5 million for expansion of urban water supply systems, $3 million for use of Agricultural Credit Corporation in extending medium and long-term loans to farmers, cooperatives for land improvement, machinery, water facilities.

KUWAIT—Fund for Arab Economic Development extended two loans to Tunisia, one loan of $11 million for expanding electric power facilities; the other, $5.6 million, to further agricultural development in Medjerda Valley.

MOROCCO—World Bank to send 10-man mission to study potentialities of Moroccan economy. Mission to propose outline of investment program, stressing not only government investment but also opportunities of interest to domestic and international investors. Study to take 3 months, beginning February.

NEPAL—Agreement signed for long-term development loan of DM 2 million ($500,000) from West Germany to Nepal Industrial Development Corporation (NIDC). Half of loan earmarked for procurement of German equipment for tourist hotel while balance to be sub-loaned for medium, small-scale projects in industry, trade, handicrafts.

NETHERLANDS—KLM initiates weekly air-service Amsterdam-Abidjan-Monrovia, becoming second European airline to serve Ivory Coast.

Government to decide shortly on advancing funds for development of first Dutch jet aircraft, short-haul twin-jet Fokker F-28. Company discusses internationalization of F-28 project with French Aviation Company Breguet and West Germany aircraft company.

NIGERIA—Results of AID-financed telecommunications survey, conducted by Western Electric, presented to Nigerian Ministry of Communications. Study recommends 5-year development program to give country completely automatic telephone system of 120,000 phones; then second 5-year program to increase number of telephones to 200,000. Ministry expected to reach decision whether to accept study's recommendations early this year.

PERU—Government publishes Supreme Decree to encourage development of new industries through investment diversification. Under decree companies authorized to reinvest certain percentages of profits in industries other than those in which they are currently engaged, with exoneration from income taxes for the amount invested. To qualify, firms must be classified within purview of Industrial Development Law of 1959; investment must be certified by Bureau of Industries of Ministry of Development and Public Works.

PHILIPPINES—Central Bank issues categorical denial that devaluation of peso is in prospect; points to high level of international reserves, "bright prospects" for exports. Bank to take appropriate steps to ensure continued stability of foreign exchange rate; will not lift its retention of 20% of export earning at 2-to-1 rate until Government provides for appropriate substitute.

SWITZERLAND—Guests arriving at Swiss hotels, and guest nights spent during January-September 1963 period was 7.2 million and 26.4 million respectively, both figures denoting 3% decrease from like 1962 period.

Aggregate retail sales increased 8.5% in October in comparison with October 1962. Clothing, textile sales alone rose 10.3%, while foodstuffs showed 5.7% rise.

TAIWAN—Taipei American Chamber of Commerce schedules first American products display in Taiwan for early April. All space sold, with 15 U.S. manufacturers planning to exhibit about 100 products, ranging from highly sophisticated electronic equipment to grains, feedstuffs.

URUGUAY—Japanese Toyota Motor Co. considering, with its local representative, Domingo Basso S.A., installation of assembly plant.

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the cover

A busy scene of Piraeus Harbor, Greece; an aerial view of a portion of Auckland, chief industrial city in New Zealand; and a view of the new Phoenicia Hotel in Beirut, Lebanon, illustrate the cover lines describing reports from these 3 markets, written on the scene by U.S. Embassy officials. The reports will be found on pages 2, 4 and 6 of this issue and are the third in a series of year-end reports on trade outlook being published by INTERNATIONAL COMMERCE.

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January 20, 1964 — Volume 70, Number 3

Next Week

Italian market for U.S. goods

New Trade Center in Milan

FEATURES

5 Neil Hurley reports on professor who seeks export answers
7 George Donat appointed administrator of BDSA
12 Over 400 U.S. organizations now included on 'E' roster

TRADE FAIRS AND CENTERS

8 Milan Center schedules air conditioning, refrigeration show
9 U.S. to feature portable power tools at exhibition in Paris
10 Medical equipment exhibit scheduled for London Trade Center
11 Household supplies show to be held in Turin
11 Office equipment fair set next fall in Paris

WORLDWIDE BUSINESS OUTLOOK

14 Several U.S. firms help build Mexican heavy machine plants
15 Liberian road projects open to international bidding

U.S. GOVERNMENT ACTIONS

16 Viet-Nam gets loan to construct plant for water treatment
16 Italian businessman loses export rights indefinitely

FOREIGN GOVERNMENT ACTIONS

17 EEC sets rules for equalization fee on certain processed goods
18 India may give warmer welcome to private foreign investment
19 Germany sets import quotas for canned fruits, vegetables

INVESTMENT OPPORTUNITIES

20 Rich Nigerian energy resources could bring varied industry growth
21 Turkish manganese venture proposed; Pakistan visitor seeks aid

WORLD TRADE OPPORTUNITIES

22 Several countries open projects, ask bids
23 New trade lists
24 Leads for exporters
25 Special trade leads
34 International representation
37 Leads for importers; visiting buyers and officials
38 Construction projects

New Books and Reports, page 40

U.S. firms can raise Greek sales despite expanding competition; investment rate keeps growing

Increased prosperity heightens demand for consumer products; development projects broaden market for various capital goods; commercial attache lists ways to improve sales performance

By GUY O. LONG

Commercial Attache, U.S. Embassy, Athens

Prospects are good for increased sales of American goods and services to Greece in 1964. The economy is strongly expansive and should remain so in the foreseeable future.

GUY O. LONG

The ever-increasing volume of investment going into the economy, now estimated at an annual rate of about $1 billion, will provide real sales opportunities for export-minded firms.

Greek association with the Common Market is, of course, designed to encourage imports from that area, but has not yet resulted in any significant increases. Competition will be increasingly keen, however, and American traders will have to do a real selling job to improve their position in an expanding market.

The Greek economy shows both vitality and stability. Bank deposits continue to grow and prices have remained fairly stable. Despite sharp increases in imports of consumer goods and raw materials, the country's foreign exchange reserves have increased in each of the last 5 years, mainly because of growing earnings from tourism, emigrant remittances and shipping.

There has been a modest increase in exports, agricultural production has been more than satisfactory, and industrial production has been on the upgrade throughout 1963.

6% growth rate

The 1963 rate of GNP growth in real terms is estimated at over 6%.

Increased prosperity of the Greek people will be reflected in a greater demand for consumer goods of all kinds, particularly consumer durables. The demand for imported manufactured goods of all kinds will remain high as long as effective demand exceeds domestic production, which will be the case for a good many years to come. On the other hand, increased manufacturing activity will provide a continuing market for raw materials and machinery.

As major new public and private investment projects reach the implementation stage, more capital goods, particularly industrial machinery and equipment, machine tools, construction and earth-moving machinery, and communications equipment will be needed. The modernization program calls for diversification of the economic pattern and for an extensive power, transportation and communications infrastructure. Construction of additional electric power generating facilities and the extension of the nation-wide high-tension grid, the expansion and improvement of the country's highway and railroad networks and telephone and telegraph systems, all will provide opportunities for the sale of U.S. equipment and services.

American engineering and construction firms should be on the alert to participate in modernization and defense (NATO) programs. In cases of government procurement, Greek law requires that bids be made fully and exactly to the specifications given in bid invitations.

Multiple bidding

If American suppliers believe they have something better to offer, they should submit 2 bids—one to listed specifications and one to proposed alternative specifications. It is also essential that all provisions of the bid invitation be complied with, to avoid having a bid thrown out as incomplete.

In some cases, suppliers are asked to present a package offer which includes all of the local cost components involved.

American firms should make certain, either through their local agent or otherwise, that their calculations of local labor, construction and other costs are based on current and accurate data.

Seamy side

There have been several unfortunate instances of American firms alleging that competing American suppliers were incompetent, were offering goods and services of inferior quality and were generally unworthy of the confidence of Greek buyers. Such unethical cut-throat tactics, of course, lower the prestige of American business generally, and, in a few known cases, have resulted in orders being placed with European rather than American suppliers.

Possibly a third of the official Greek investment program funds will go into irrigation projects and land reclamation. This will involve heavy expenditures by the contractors concerned for earth-moving equipment, pumps, and related equipment.

The modernization and diversification of the agricultural sector also means that more farm machinery and equipment, fertilizers, pesticides, and improved seeds will be needed. Opportunities in this sector should not be overlooked by U.S. suppliers.

Prospects for increasing U.S. exports to Greece are hindered by a number of barriers which may be difficult to overcome. Under normal crop conditions, Greece is self-sufficient in, or has an export surplus of, several major commodities exported by the U.S.—such as cotton, tobacco, wheat, rice, citrus fruits and juices, raisins and edible oils.

Higher production and transportation costs often make U.S. commodities substantially more expensive in the Greek market than those imported from Western European and other sources.

Customs duties, particularly on imported luxury items, are very high. Although at present these duties apply almost equally to Common Market and third country suppliers, when combined with higher production and transportation

the author

Mr. Long graduated from Georgetown University's School of Foreign Service, and served in Mexico City, Copenhagen and Hong Kong before being assigned to Athens in February, 1963. He is a native of Pennsylvania and has twice been detached for duty as a business specialist with the Department of Commerce.

costs they are often a decisive factor in consumer choice. As duties are further reduced in conformity with the Greek-EEC association agreement, disparities between duties on American and European exports will become progressively more pronounced.

Furthermore, a fairly substantial amount of Greek imports is tied to bilateral trade agreements with Eastern bloc countries.

Another factor which tends to favor the products of European suppliers is the greater flexibility of the latter in the matter of payment terms within the framework of the Greek import control regulations.

U.S. trumps

On the other hand, the U.S. enjoys some basic advantages in its attempts to sell in the Greek market:

(1) Because many Greeks have lived in or have relatives living in the U.S., they are familiar with and often prefer American-produced commodities.

(2) In the past decade a large volume of Greek imports, especially capital and durable goods, have been financed with U.S. aid funds and have come in large part from the U.S. This has increased acquaintance with American products and has created a ready market for replacements and spare parts.

(3) The traditional warm and friendly relations between Greece and the U.S., particularly since the inception of the Truman Doctrine in 1947, have created popular attitudes which are exceptionally favorable to the U.S. and its products.

(4) The superior quality of certain types of U.S. products is widely recognized by Greek buyers and end-users.

How to improve

Within the context of these basic factors, there is much that the ingenuity of individual American exporters can do to increase and expand U.S. exports to Greece. American firms selling in this market can improve their past performance in the following respects:

(a) Better selection of local agents. In some cases, local representatives of U.S. firms have lacked aggressiveness in seeking sales opportunities, and have conducted their business in such a way that the sales, if not the reputations, of their American principals have suffered. American firms should be especially careful in selecting representatives and should supervise their activities more closely through frequent customer checks and visits by regional and headquarters personnel.

(b) More competitive prices, financing terms and services. There are numerous high quality European suppliers selling in this market who in many instances are offering lower prices, and better delivery, financing and service accommodations than competing American firms. To meet this competition, American suppliers must hold profit margins to a minimum, seek ways of reducing transportation costs, offer better supplier credit terms to deserving buyers (many American firms insist on selling only on the basis of irrevocable letter of credit or at least against sight draft), and improve the follow-up services they provide after sales are made. In short, American firms should develop a greater degree of export consciousness in prices and terms of sale.

(c) Greater willingness to adapt design and/or specifications to local market conditions. Although this may not be possible in many instances, American suppliers should attempt, whenever possible, to give greater consideration to the wishes and preferences of their Greek customers regarding design, specifications and packaging. Many European firms have been willing to make such adaptations in order to increase sales in this market. American firms all too often have a "take it or leave it" attitude in this respect, which in a highly competitive world market is the most effective way of killing buyer interest.

(d) Better use of advertising media. American firms make much less use of newspapers, movies (advertisements are shown during intermission in movie houses), and other advertising media in Greece than their European competitors. Since advertising costs in Greece are relatively low, a small investment properly utilized, may bring substantial returns. Also, participation in the annual Trade Fair in Thessaloniki is an excellent way to bring American products to the attention of potential Greek buyers.

NEW ATHENS BRIDGE: The Tempi bridge on the national highway from Athens to Thessaloniki is typical of major improvements being made in Greece. Increased prosperity is reported by the U.S. Embassy.

The U.S. will probably appear as the second largest supplier to the Greek market in 1963, providing over $100 million worth of goods on a payment basis. This constitutes over 15% of all Greek imports. During the same period the U.S. was by far the largest buyer of Greek exports.

Even with allowance for delayed shipments of tobacco to the U.S., which distorted the picture, the U.S. would have been either first or second as a customer for Greek products. Cigarette tobacco is the principal item in U.S. purchases of Greek products.

This excellent sales record, which was a decided improvement over 1962, was partly due to the timing of AID-financed and PL480 shipments. But it was also largely due to the aggressive personalized sales efforts of the more than 1,200 American foreign traders who called at the Embassy in Athens during 1963.

UAR RESTRICTS IMPORTS

A recently-issued decree in the United Arab Republic restricts importation to companies and corporate bodies of the public sector of the economy. Previously private local factories were permitted to import their raw material and spare part requirements directly. Remaining private factories must now import through one of the 15 government trading companies.

New Zealand's business forecast shows good prospects for '64 as Government encourages trade

Present policy on licensed private imports will continue; U.S. exporters can expect to maintain proportionate share

By GEORGE A. HAYS
Commercial Attache, Wellington

New Zealand closed 1963 with an unusually buoyant business situation in an atmosphere of continued growth expectations.

Pastoral industries, which form the broad base for the economy, achieved their best year. On the reasonable assumption that export receipts in December will follow the trend of recent months, annual receipts should reach $902 million, or $140 million greater than the previous peak year, 1962.

The external trade situation has stimulated and supported a high level of internal business activity. A very large amount of financial liquidity exists in the market. Secondary construction continues to expand, non-residential construction is at record levels, and additional expenditure is planned on highway and transportation facilities, generation of electric power, harbors and government services generally.

These rises in activity have taken place with a relative lack of pressure on prices or the labor market, partly because of characteristics of the marketing system, and also because the supply of imported products has increased considerably to meet the pressure of demand.

It is significant to note that import payments for 1963 are expected to be slightly over $840 million which will equal approximately the rise in export receipts. For the first five months of the licensing year ending this June 30, import payments averaged $76 million a month.

This level of import payments, together with invisible payments which run annually in the order of $154 million, has precluded any build-up in New Zealand's level of overseas reserves, and insures the continuation of import licensing for some years.

In early December, the Government restated its intention to maintain the present policy on licensed private imports for 1964-65 to ensure sufficient available funds to meet overseas debt services and essential imports. While holding the annual import allocation to $700 million as an objective, some flexibiilty was allowed in the event of a significant change in the amount of overseas funds available.

The considerable increase in imports in the first half of the July 1, 1963-June 30, 1964 year, consisted of production goods to a large extent and will likely cause strong pressures on the Government for a continuation of the first half-year pattern if production and employment are not to be curtailed in the second half of the period.

Licensing limits

Some decline in importing prior to July 1, of this year, appears inevitable as merchants come to the end of their annual license entitlements. However, in view of expectations of a continuation of the current favorable level of exports through mid-1964, some moderate raising of licensing limits may be found supportable without strain to the economy.

Any significant increase in the overall ceiling on import allocations will depend on the Government's desire to build up the overseas resources to a more substantial figure during this period of high earnings.

The U.S. share of the market has remained remarkably stable and has shown no notable increase since a substantial rise in the 1960 import licensing year.

For both the 18-month 1961-62 licensing year, and the 12-month 1962-63 year, U.S. participation has held 11.9 percent of New Zealand's total import payments. As the overall level of licensing is expanded, the import payments pattern of the past four years indicates that U.S. exporters can confidently expect to maintain at least a proportionate share of the growth.

the author

Mr. Hays has served overseas in Lagos, Salonika, Patras, Manila, Hong Kong, and Montreal since 1944. He has been in Wellington since July, 1963. He holds a degree from the University of Pittsburgh.

United Kingdom favored

Established buying habits and attitudes of attachment to the United Kingdom, fortified by the more favorable Commonwealth rates of the tariff structure, have constituted past difficulties. Many New Zealand businessmen appear inclined today to be more nationally-independent in their attitudes regarding overseas purchasing. A large number of the leading importers travel to the U.S. on business once or twice a year—although the same businessmen invariably include the United Kingdom in their itineraries.

For 1964, export market development is expected to remain the Government's number one economic objective. A keen awareness of the long-term vulnerability of the country's export return unless positive action is taken in diversifying markets and range of export products exists.

Vigorous marketing program ahead

The Government and businesses will be pursuing a vigorous overseas marketing program. Considerable stepped-up activity will occur in the modernization of processing methods and equipment, notably in meat.

Initial steps may be taken during 1964 for the development of a fish industry. The latter developments afford excellent opportunities for U.S. sales of plant equipment and know-how, particularly where the end product is intended to be merchandised to meet U.S. standards.

A second key objective of the Government will be to provide the climate for further development and diversification of manufacturing facilities. As a long-term development, industrialization and development of local resources appear to be a means of slowly reducing, at least marginally, the import component in current spending.

1964 forecast

It is forecast that during 1964 the country will continue its trend toward fabrication and assembly of imported bulk materials, components and parts. The period ahead should afford particular opportunities to U.S. entrepreneurs interested in furthering operations through licensing arrangements or joint ventures.

Government authorities generally hold

royalty payments to a five percent maximum on ex-factory prices and tend to favor a New Zealand shareholding of 50 percent or more of the equity capital on new industrial undertaking. The growth of fabrication and assembly, and instances of production in depth, are primarly encouraged by the enduring nature of the import licensing system.

For the progressive businessman, the only means of importing larger volumes within the limits of his licensing entitlements is to substitute local content to the products he has been importing in finished form. Over a period of time, the extent of such local assembly or partial production operations tend to be cumulative; once a substantial domestic content is achieved, the import licensing system tends to fortify the New Zealand businessman's position by limiting future import of competing products.

Production know-how needed

Although the market for many imported, finished products will continue to have declining potential, it should be particularly buoyant for machinery and equipment, production know-how, and industrial and consumer product bulk materials and components.

While the preferential margin of Commonwealth tariff rates may place certain lines at a disadvantage, a welcome flexibility exists in the application of the tariff for categories of goods generally classed as essential to the economy where the non-Commonwealth products are unique (price or quality-wise) and are technically advanced. For most merchandise, however, the U.S. supplier must generally convince the importer that quality renders his product competitive to the landed price of the Commonwealth product.

Overseas direct investment in New Zealand is expected to maintain itself at a March fiscal year rate of about $70 million. U.S. direct investment figures for calendar year 1962 show that U.S. investment in New Zealand was approximately $19 million.

All signs point to a continuation, if not an acceleration, of this level in the near future.

Germany has seed quota

The Federal Republic of Germany has established a quota of unannounced size for imports of timothy seed. The product must be first generation (blue or red-white tag) certified seed. Applications for import licenses may be made through March 31; the last day of customs clearance is May 31.

Illinois Prof seeks some export answers

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—An inquisitive professor at Northern Illinois University is singlehandedly taking on the muscular task of discovering reasons why more medium and small United States businesses fail to export. The business college of the university is loaning the occasional use of a secretary, a part time automobile, some office supplies and allowing a little time from a tight teaching schedule.

With this frothy encouragement, Dr. Paul O. Groke is, with heroic fire, placing a microscope on Illinois manufacturers in the industrial strongholds of 10 or 12 Northern counties.

"Nobody knows why large numbers of U.S. firms halt selling at the border," says Groke. "Is it fear of strange coin or language? Or the notion that the expense to maintain a salesman in France is higher than Pennsylvania? Do customs forms frighten, freight bills of lading, or worry over credit?

"You do not honestly believe industry stops because of a lush home market. No businessman is that satisfied. But something holds them back and whatever it is, that is what I am going to find out."

Northern Illinois University is operated by the state of Illinois and if one counts evening enrollment, has 3,300 students in the college of business administration. Located on the flat plains of the De Kalb corn country, it is an hour from Chicago or Rockford, the state's two largest cities.

Paul Groke has charged through but a single year at Northern Illinois, but he carries hefty credentials. He reached there by way of teaching assignments at the Universities of Idaho and Arizona, two inland locations far from ships, quays and piers, and unlikely roosting places for a student wishing mature guidance in foreign trade.

"I was born, however, in Coos Bay, Oregon," he smiled. "This is a seaport for lumber exporting. As a boy the surf roared in my ears."

Groke was graduated from the University of Washington and received his doctorate from the Inter-American University of Mexico. He has done consulting and research at the University of Spain and the Sorbonne in Paris.

At 45 his eyes flash like a man with a long shot leg on a double and the favorite coming up. The day we met, he wore a white shirt with red and blue striped tie, like a Yankee Doodle dandy already dressed for the national assignment he has given himself. Yet his blatant enthusiasm is softened with scholastic caution. Dr. Groke, who wears wide, dark horn-rimmed glasses, carries as a precaution at least one spare pair in a bulging coat breast pocket, where they push against three extra ball point pens.

He poses questions rapidly, like a three year old boy at the circus. "What is the role of the small town banker in export? Is increased international commerce a promotional problem or something for the Congress to develop through tax laws? What kind of distribution should the small businessman employ? Are New York export agents effective or should the gamble be with a small sales force? Is Canada the best place to begin because of its proximity? Should government guarantee loans to get a willing exporter in business?

"Forget frustrations and difficulties. Let us meanwhile educate young men in international commerce. Let them know broad business principles and what it is like to live and work abroad."

The effervescent professor has more courage than Mrs. Charles Payson, who owns the New York Mets, with less help than an Indian in a western movie. One thing he is doing. He is trying as hard as this year's community fund chairman on a research project in which others should wish to help.

Even the turtles sell well in Lebanon's booming market; competition getting keener

Japanese launch strong effort in splendid sales area; brand-conscious Lebanese are strong on U.S. consumer goods

By JOHN C. WEISERT
Commercial Attache, Beirut

Former Ambassador James Bryant Conant calls attention to the turtle—"an animal that only gets somewhere when it sticks its neck out." In a vibrant, go-go, economy like Lebanon this doesn't require much courage.

JOHN C. WEISERT

Even with the virtual export blank during January 1963 caused by the East Coast shipping strike, 1963 U.S. exports to Lebanon were 13% ahead of 1962 and sales of U.S. automobiles were up 17%.

In spite of increased competition from Europe, Australia, South Asia, and Japan, U.S. exports in 1964 to Lebanon should grow another 10% to 20% as the vigorous, hard money, western-type free-enterprise economy of Lebanon continues to expand.

Lebanon's per capita national income now exceeds $400 per annum, which (with the exception of Kuwait) is the leading figure in the Arab world. The U.S. exporter who pushes his products in Lebanon will be rewarded with a profitable business and settlements in a currency with a gold cover exceeding 90%. An old axiom of selling is that a sale isn't a real sale until it is paid for. In Lebanon, the cash is on the line.

Even the last remnants of quantitative restrictions requiring import licenses for 106 specialized articles will soon be a thing of the past. The Lebanese treasury may raise incoming duties on these freed products a bit, but this is a small price to pay for the total absence of licensing formalities.

Of course, there is a price for such splendid sales conditions. That price is keen world-wide competition. There is no AID or Cooley Fund assistance for U.S. business here. U.S. exporters must be extremely competitive. 1963 saw the end of restrictions on Japanese exports to Lebanon, and the Japanese are now moving in strongly. Their stunning trade fair ship "Sakura Maru," replete with 4 decks of exhibits, geisha girls serving tea, moving stairways, dozens of TV cameras, and 120 Japanese salesmen representing every Japanese line from locomotives to cultured pearls, made a large impression in Beirut last winter.

the author

Mr. Weisert has been stationed at Beirut since March, 1960. A native of Illinois, he operated several private firms before joining the Foreign Service in 1952. He received his A.B. from Dartmouth College.

Lebanon's increasingly fat newspapers which are printed in Arabic, French, English, and Armenian, are crowded each day with ads for Japanese goods. The Japanese are even challenging the 16,000 to 18,000 unit per annum U.S. refrigerator market here, one of the largest (perhaps the largest) single export market for U.S. manufactured refrigerators in the world.

The British, Germans, French, Italians, Dutch, Danes, Australians, Indians, as well as the Soviet Bloc countries are also in the game. The French and Italians give sophisticated style shows with Bergdorf-Goodman, Lord and Taylor prices (or higher) that are eagerly patronized

ADD 250 NEW ROOMS: Demand for rooms by U.S. tourists is forcing the Pan American Intercontinental Phoenicia to add 250 rooms and baths to the 325 recently completed in Beirut. Visas are easy to obtain.

by the wives of prosperous Lebanese bankers, merchants, and manufacturers.

The companies of these various countries implement their Governments' promotion activities in many ways: A gala dinner at $10 per plate for 800 by the Italian Ambassador; promotion of German, Dutch, Danish food by Lufthansa, KLM, and SAS, working closely with their Embassies to provide free food and drink for 1,000 to 1,500 guests at a time; Renault and the French Embassy pick up the tab on the beauty queens at the annual world-wide beauty contest. The list is long and includes vodka and ham from the Poles and Pilsen beer from the Czechs.

So, if you like keen competition, Lebanon is your market. There's plenty going for the U.S. out here. The brand conscious Lebanese love U.S. brands and everything well-known, from Admiral to Zippo, moves. This includes the whole spectrum of U.S. products except those items where weight, price, and freight-rates strangle us (light tractors, radiators, heavy plumbing fixtures, ordinary electric power equipment). In other words, business prospects for U.S. manufacturers of capital goods—the public sector, are not as good as in consumer goods—the private sector.

In heavy capital goods there seems to be an ingrained preference for European goods. This probably stems back again to price.

U.S. sellers of specialized capital goods, computers, and calculators, should not be discouraged from competing in Lebanon, however.

Good will for the U.S. is everywhere evident and there are nearly half a million U.S. citizens of Lebanese origin to help hold that goodwill with their cousins here.

A sizeable proportion of the spending tourists here are Americans, and Lebanon's network of modern hotels is headed by Pan American's *Intercontinental Phoenicia* which will soon add another 250 rooms and baths to its existing 325. The Lebanese tourism office is now facilitating extreme ease of entrance and exit, and visas now are very simple to obtain.

Your U.S. Embassy maintains an extensive up-to-date card index file on the thousands of active agents and merchants in Lebanon, and if you're new to the market or the area it is a good idea to visit the Commercial Attache's Office. Even the old timers come to see us!

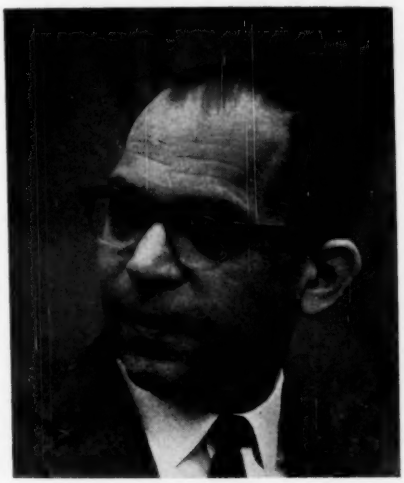
All sections of our Embassy are ready to serve you if you have other problems, including our very business-minded Ambassador if the problem requires assistance at his level.

In November, "Variety," the show business newspaper, carried this headline "Beirut Key to Arab Markets." Thus, it even holds for movies—crack Beirut and you have Lebanon—sell Lebanon and you are on your way to a profitable business in the Middle East.

Secretary Hodges names George Donat BDSA Administrator

James F. Collins to be Deputy; Goldy is new Export Coordinator

Secretary of Commerce Luther H. Hodges has appointed George Donat, a former Michigan business executive, as Administrator of the Business and Defense Services Administration (BDSA).



GEORGE DONAT

BDSA is a Department of Commerce Bureau organized into 24 basic industry divisions to carry out activities designed to promote and develop the growth of industry and commerce of the U.S., and to perform national defense and industrial mobilization functions contributing to the national security. Mr. Donat succeeds Daniel L. Goldy, who has been named as National Export Expansion Coordinator by President Lyndon Johnson.

Secretary Hodges also designated James F. Collins, a former New York City businessman, to serve as Mr. Donat's deputy.

Mr. Donat has been serving as Deputy Director of the Department's Bureau of International Commerce since the fall of 1962. Previously, he was associated with Parke, Davis and Company of Detroit, Michigan, for 10 years, serving as Coordinator of European Operations, Director of Marketing Services, and Corporate Market Research Manager.

Prior to 1953, Mr. Donat served in the Finance Division of the U.S. High Commission and the U.S. Department of Justice in Germany, and as an economic analyst and section chief in the Southern Asia section of the Commerce Department.

Mr. Collins came to the Department in July of 1962 to set up and direct trade adjustment assistance under the Trade Expansion Act. He will continue as Director of the Office of Trade Adjustment. In his new assignment as Deputy Administrator of BDSA he succeeds Paul A. Unger, who recently resigned to reenter private business in Cleveland.

Before entering Government service Mr. Collins was manager of products development for the Cerro Corporation of New York City. A native of Massachusetts, he received a B.A. degree in economics from Brown University.

Name Weeks publisher of Thomas Ashwell & Co.

Willet Weeks has been named Publisher of Thomas Ashwell & Company, Inc., publishers of *Export Trade* Magazine, *Exporters' Encyclopaedia* and other publications in the field of foreign trade.

The appointment was announced by the American Heritage Publishing Co., Inc., of which the Ashwell Company is a wholly owned subsidiary.

The firm was founded in 1919 by Thomas W. Ashwell, who continues in a consulting capacity. Senior members of the firm are Leo J. Northart, Editor of *Export Trade;* Lowell Kerr, Editor of the *Exporters' Encyclopaedia;* George L. Doolittle, Advertising Manager; and M. J. Kelly, Circulation Manager.

Belgium's new tax postponed indefinitely

Belgium's new 13 percent lumpsum, one-time, indirect tax that was to have gone into effect January 1, has been postponed for an indefinite period. (INTERNATIONAL COMMERCE, Nov. 11 and Jan. 6). The new tax was to be applicable to base metals, metal manufactures and plastic products.

Air conditioning, refrigeration equipment market good in Italy; Milan Center to feature display

Market constantly increasing for all kinds of material; one family in every four now owns household refrigerator

Sales opportunities in Italy for air conditioning and refrigeration products appear promising for the next several years.

The U.S. Trade Center in Milan will help U.S. exporters in this field by holding an air conditioning and refrigeration equipment show March 1-7. The show will coincide with the 5th annual Italian specialized trade exhibition for heating, air conditioning and refrigeration equipment at the Milan Fair Grounds.

Additional information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The Trade Center in Milan, the fifth in a chain of permanent display facilities in strategic locations throughout the free world, is scheduled to open its doors Jan. 28. The next issue of INTERNATIONAL COMMERCE will include a special section on trade opportunities in Italy.

The Trade Center exhibition will include air conditioning and refrigeration equipment of the following types:

Room air conditioners, unitary air conditioners, air conditioning components for engineered systems, heat pumps, water coolers, automatic ice makers, mobile refrigeration units, refrigerated food display cases, components and self-contained units for commercial and industrial refrigeration applications. Dual function heating-cooling equipment will be included.

Household refrigerators, single function heating and ventilating units will not be included.

Italy provides the fifth largest market for U.S. exports. The United States is Italy's second largest source of foreign goods accounting for $881 million, or 14.5% of Italy's imports in 1962. The Italian economy has grown considerably in the last three years, the evidence being a 22% gain in gross national product.

The development of industrial production has reached very high rates (8.5% higher in 1962 and 1.9% higher in 1961) because of exceptional expansion in various sectors, such as the mechanical, oil and plastics industries.

The market is constantly growing for all kinds of air conditioning and refrigeration equipment.

Ten years ago, the household refrigerator was considered a luxury. Today, one in every four Italian families owns an electric refrigerator, many less than six cubic feet in size. The second stage of this market has already begun—replacement not only with larger models but also with some of the combination-freezer types.

The market for air conditioning and commercial refrigeration equipment has been following a similar trend, although lagging as much as five years behind in some cases.

Trail blazer

As with the U.S. market, the household refrigerator was the trail blazer that introduced mechanical refrigeration to Italy and, subsequently, generated demand for other refrigeration products as well as new industries to serve them. Development of the market for air conditioning and commercial refrigeration equipment is now at the stage where the introduction and sampling of the various types has been nearly completed and general use is beginning.

Sales of air conditioning equipment in Italy began seriously in 1957 with the self-contained window unit. Annual sales of these smaller units now is 20,000 units, and a 50% increase was forecast for 1963. Reliable information is not available on the larger self-contained units and central systems, but observers report increasing use of 3- to 20-ton equipment.

The industry growth in the future is expected to favor industrial applications of air conditioning. Hotels, in particular, are realizing air conditioning comfort is an important attraction to their patrons.

Italians are showing more appreciation for the heat pump, or reverse cycle equipment, that can provide both cooling and moderate heating needed in many areas. This feature is often required in central systems, especially in the northern regions.

In general, U.S. designed air conditioning equipment is preferred and recognized as the standard of quality. Most of the early equipment introduced to the Italian market was U.S.-built, and most

Cooling off

A market survey done by the J. Walter Thompson (Italia) Co., and the commercial staffs of the U.S. Embassy in Rome and the Consulate General in Milan, drew several conclusions about the Italian market for air conditioning and refrigeration equipment:

Annual sales for room air conditioners are expected to double by 1968 to a 60,000-unit level.

The construction boom is causing a demand for all kinds of air conditioning units in new and existing structures.

Hotels and restaurants are responding to demands of 22 million tourists annually for air conditioner comfort, iced beverages and many frozen foods.

Offices and institutions are beginning to use air conditioning for comfort and efficiency.

Large annual sales of household refrigerators are accelerating the rapid spread of U.S. style supermarkets which distribute a variety of chilled and frozen foods. This "revolution" in national food customs and habits is generating a new frozen food industry requiring modern refrigeration equipment for fishing fleets, processing plants, transportation, storage and distribution outlets.

operating units today are either of U.S. manufacture or produced in Italy by U.S. subsidiaries or licensees.

Italy's frozen food industry is growing constantly. The demand for commercial refrigeration equipment of all kinds should increase as this industry expands. More refrigerated warehousing is urgently needed to satisfy present requirements. Perishables in transit are generally chilled by artificial ice, indicating a potential market for mobile refrigeration equipment.

The U.S. exporter can sell refrigeration and air conditioning equipment in Italy, but not without effort and aggressive salesmanship, with emphasis on demonstration and education. French and West German producers are active in this market, and offer keen, low price competition, especially on room air conditioners.

Italian fair will feature 'hunting in North America'

An International Hunting Exhibit and Fair, to be held in Florence, Italy, June 20 through July 5, will feature a historical exhibition of "Hunting in North America."

The fair—the second of its kind to be held in Florence—is being organized by Mostra Mercato Nazionale e Internazionale della Cacca of Florence, under the patronage of the President of Italy, several ministries and public agencies, the National Olympic Committee and the Italian Hunters Association.

The featured exhibit will include a small but comprehensive exhibit of hunting in America before Columbus; a presentation of hunting customs, arms and methods of the various American Indian tribes; an exhibit of hunting arms and equipment from the colonial period to the end of the 19th century; and an exhibit illustrating the trade between the U.S. and Europe in the hunting field (technical devices, arms, ammunition, hunting equipment) until the middle of the 19th century.

Exhibits on hunting arms and equipment and hunting trophies as well as an art exhibit on the subject of hunting will also be shown at the fair.

The first fair, held in 1960, featured a comprehensive exhibit of living and extinct species of Italian fauna. Eleven foreign countries including the U.S. participated in that fair and attendance totalled 100,000.

Variety of portable power tools to be featured by U.S. exhibition at Paris International Trade Fair

'Market is there, ready to be tapped,' says Braderman; hand tools and garden equipment expected to sell well

U.S. "do-it-yourself" tool manufacturers will have an opportunity this spring to sell to the French market and to buyers from all over the world.

The occasion will be the U.S. export promotion exhibit at the May 17-28 International Trade Fair in Paris. It will mark the first time the United States has reserved a section in the Fair for manufacturers to display latest types of "Made in U.S.A." equipment.

"We know the market is there, ready to be tapped by any aggressive U.S. tool manufacturer," said Eugene M. Braderman, Director of the Bureau of International Commerce, as he invited manufacturers of manual and portable power tools, including pneumatic tools, garden tools and allied hardware, to participate.

Market growing

The Bureau invited tool industry manufacturers to enter the Fair after U.S. Government-sponsored surveys disclosed that there is a growing market for hand tools and garden equipment in France.

In 1962, the United States sold $865,000 worth of portable power tools to France. The surveys reported that this volume can be increased by aggressive selling.

Forces behind a sudden growth in the home workshop or "do-it-yourself" tool market in France are a severe housing shortage, lack of labor in the building and maintenance trades, and higher incomes, longer vacations and more leisure time for thousands of workers.

The French are also enthusiastic gardeners, 52% having private gardens. Demand is increasing for power mowers, hedge trimmers, lawn edgers and similar tools. U.S. sales of lawn mowers to France jumped from $35,000 in 1959 to almost $260,000 in 1962. Even with this increase, 93% of the population did not own a lawnmower.

U.S. companies planning to participate in the U.S. exhibit should have their sales literature printed in French. Prices, in francs, should be quoted c.i.f.

The Bureau of International Commerce launched its commercial trade fairs exhibit program in 1963 by staging exhibits at eight international trade fairs.

U.S. manufacturers of hand tools and garden equipment interested in participating should write to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230, or to the nearest Department of Commerce Field Office.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Arab Dental Congress set next April in Damascus

The U.S. Embassy in Damascus has reported that "considerable" commercial opportunities for dental equipment "may exist" in Syria and neighboring Arab countries.

In line with this, the Embassy recommends participation by U.S. firms in the Arab Dental Congress, April 21-25 in Damascus.

Syrian dentists, the Embassy reported, used to buy cheaper Japanese equipment but are now interested in "more sophisticated" U.S. and European makes. U.S. equipment has an "excellent reputation" despite higher prices and the Syrians are interested.

London Trade Center schedules display of medical equipment; U.K. market promising, growing

Physicians in U.K. need equipment for diagnostic purposes; selling effort should be conducted by technical personnel

The British medical field faces increasing costs and shortages of qualified technical labor. Most English physicians are becoming more dependent on equipment for diagnostic purposes.

A recent market survey done by the U.S. Embassy in London points out that U.S. equipment already in use and available on the U.S. market should find "ready acceptance" in the United Kingdom. It reports that the market for this type equipment will be particularly good if the selling effort is conducted by technical personnel.

The survey was made in connection with the coming "Electronics for Patient Care" show at the U.S. Trade Center in London. The display, April 21-May 1, will feature advanced medical equipment for clinical laboratories and patient monitoring.

Merchandise to be exhibited includes electronic equipment for bio-chemical analyses, with application to patient care or diagnostic medicine, suitable for clinical laboratories; patient monitoring systems and devices for observation during surgery or intensive care.

U.S. medical equipment exports to the U.K. in 1962 totaled $4,406,000, the overall U.S. total reaching $104 million. Exports to the U.K. in 1963 are expected to show a substantial increase.

Make own selection

Nearly all "medical electronic" equipment is supplied to the National Health Service, the survey said, but hospitals and other purchasing authorities can make their own selection of equipment. The size of this market can be judged by the fact that the NHS is composed of some 3,100 general hospitals and 36 teaching hospitals.

The Medical Research Council (MRC), the main governmental organization engaged in research, buys special apparatus for 73 research units and nine research groups. The Council also tests such equipment; that which satisfies the MRC will be favorably considered by purchasing authorities.

The U.K. market for specialized medical equipment increased 130% in the past five years, and demand is expected to accelerate by another 180% in the next five. This reflects a 1958 dollar volume of $13 million becoming $29 million in 1962, with purchases reaching $81 million by 1968.

Sales of medical electronic equipment rose 180% from the $5.6 million of 1958 to $15.4 million in 1962, and are expected to rise an additional 210% by 1968, to total $47.6 million.

This increase, significantly greater than predicted for specialized medical equipment in general, indicates the growing reliance upon more sophisticated diagnostic apparatus. Data processing and communications equipment will add substantial amounts to these figures.

Market research in the United Kingdom indicates the greatest potential market for U.S. medical goods is in the electronics field, particularly clinical laboratory and patient monitoring equipment. Equipment being developed or goods for medical research or therapy, will be more limited in appeal.

The Trade Center show is thus designed specifically to present to the U.K. market equipment now available and applicable to patient care. While not complete, the following items will indicate the scope of the show:

Automatic titrators, colorimeters, spectrophotometers, gas chromagographs, electrophoresis equipment, flame photometers, block pH meters, radiation measuring equipment, fluoremeters, automatic chemical analyzers, and diagnostic and monitoring systems.

Components of the diagnostic and monitoring systems include electrocardiographic monitors, radiosondes, ballistrocardiographic monitors, phonocardiographs, cardiotachometers, blood flowmeters, recording sphygmomanometers, plethysmographs, skin resistance measuring equipment, temperature monitors, respiration monitors, gastrointestinal measuring equipment, data analyzers and interpreters, closed-circuit television for hospital use.

Nothing like personal visits

Personal visits to the recent portable power tool show at the U.S. Trade Center in Bangkok paid off for the heads of two U.S. firms.

On the second day of the Nov. 13-Dec. 6 show, Leonard Cecil, president of Ammo Products, Washington, D.C., contracted with the Yong Hong Seng Co. to act as agent for sale of the Ammo Studgun, a powder actuated all-purpose fastening tool which drives special nails and fastening pins at high speed into concrete and steel.

That same afternoon, Cecil and his agent went to the Don Muang Airport where they demonstrated the gun for a contractor at a local construction project. The contractor was so impressed that he promptly ordered a preliminary delivery of $2,000 worth of the guns to an advertising firm, D. J. Seong Co.

Cecil recently estimated that sales of the studgun in Thailand will amount to approximately $100,000 a year because of his personal visit and participation in the Trade Center show.

Israel J. Yermish, president of Fenway Machine Co., Inc., of Philadelphia, was very busy during the first week and a half of the show demonstrating his Fenway "nibbler," a hand tool which can be used to cut through sheet steel up to ¼" in thickness. The agency for Fenway was taken by Berli Jucker Co., which brought the "nibblers" on display and took them over at the close of the show.

The "nibbler," according to the U.S. Embassy in Bangkok, was one of the "most effective demonstration items" in the show, primarily because of his personal visit and tireless efforts. Yermish has predicted yearly sales in Thailand of approximately $75,000.

Footwear, leather goods display set in Florence

The 4th Samples Exhibit of Footwear, Leather Goods and Leather will be held Sept. 5-13 in the Handicraft Fair premises in Florence, Italy.

The show, while organized primarily to promote exports of Italian footwear, leather goods and leather, appears to offer opportunities for U.S. manufacturers in the fields of inorganic chemicals for the tanning industry.

U.S. export opportunities are also good for supplies and accessories for the footwear industry and, to a lesser extent, leather.

Last year's show, held Sept. 1-8, drew about 19,000 commercial visitors. Nineteen U.S. firms participated, almost all through their Italian representatives.

Aircraft equipment show to take place in Turin

An International Aircraft Exhibition, which will also incorporate the second International Exhibition of Aircraft Equipment, will be held in Turin May 31-June 7.

The exhibition of aircraft in itself may not offer too much in export prospects, but it may present a good market in its particular field. Any airport equipment which U.S. firms have been successful in exporting could bring in more sales at this show.

Electronic equipment appears to be a category in which foreign firms have shown much interest.

The show is being organized by the International Committee of Airport Assistance (ICAA). Additional information may be obtained from the International Aircraft Exhibition, Corso Massimo d'Azeglio 15, Turin, Italy.

Cologne reprography exhibit draws 11,500 specialists

The first International Trade Exhibition for Reprography, held Oct. 14-19, 1963, in Cologne, was visited by 11,500 trade specialists from West Germany and other countries.

A total of 86 exhibitors participated in the event, devoted to the application of photography to reproduction. Six exhibitors displayed products of U.S. origin. Only one U.S firm took part directly, with the other five being represented by subsidiaries.

The single U.S. firm which participated directly exhibited a very popular line of photographic processing equipment and sold all its display equipment before the end of the fair. The company also was able to appoint several well-known distributors.

Another U.S. firm, exhibiting through a German agent, sold three dozen of its recently developed stabilization processing device.

The second reprography exhibition will be held in Cologne in 3 years. Exact dates will be announced later.

International Chemical Fair in Oslo termed successful

The second International Chemical Fair held in Oslo Nov. 5-12, 1963, was a success, according to participants, management and visitors. It attracted attention from practically the entire Scandinavian chemical industry.

Exhibits, valued at $4 million, included the most sensitive electronic instruments, dehydrators, infrared spectrophotometers, refractrometers, stereo microscopes, electronic pulse counters, centrifuges, anticorrosion materials and automation components.

200 U.S. firms show wares at Paris measuring exhibit

The second international exhibition of measuring, testing, controlling, regulating and automating devices, held near Paris last fall, drew 1,365 exhibitors and 95,652 visitors. The United States, with 200 exhibitors, had the largest single foreign representation at the Nov. 14-21, 1963 event.

The next exhibition will take place in 1967. The event is managed by Mesucora, 40 rue du Colisee, Paris 8eme.

Household supplies display scheduled in Italian city

Varied equipment to be shown at March 18-31 show in Turin

Household supplies and equipment of every imaginable type will be displayed this spring at an exhibition in Turin, Italy.

Participation in the March 18-31 show is open to the following categories of exhibitors:

Industrial and handicraft firms, Italian and foreign, exhibiting their own products.

Sales agents and representatives of Italian or foreign manufacturers authorized to participate by their represented firms.

Open to agents

Associations, syndicates and miscellaneous institutions that sponsor, uphold or perform activities associated with the show's basic commodity classifications.

The show will be organized along the following lines—antiques, furniture and home decorations, home handicraft products, retail shop equipment and decorations, and specialized publications.

Public interest in the event is expected to result in a high attendance, and a substantial volume of business is predicted by the management.

Additional information is available from Torino-Esposizioni, 15, Corse Massimo d'Azeglio, Turin, Italy.

Paris schedules office equipment show

The 15th International Office Equipment Exhibition will be held October 8-17 in Paris.

This exhibition, says the U.S. Embassy in Paris, is one of the most important of its kind in Europe.

With imports of office equipment increasing annually at a fairly rapid pace, the Embassy believes participation in the show is "a valuable means" of interesting French and foreign purchasers in U.S. equipment.

Trade sources state that the buying habits in the French market for office machinery and equipment are geared to this exhibition. Prospective buyers, reports the Embassy, will often postpone purchases until the exhibition takes place "so that their choice may be made from the greatest possible variety and latest models of machinery, equipment, furniture and furnishings."

Application for the show next October should be sent, before next July, to Salon International de l'Equipement de Bureau, 6 place de Valois, Paris ler, France.

The 14th exhibition, held Oct. 11-20, 1963, drew 186,000 visitors, as compared with 161,000 in 1962. Exhibitors were reportedly very satisfied with the orders received and the contacts made.

Over 400 U.S. organizations now included in export 'E' roster

Chamber of commerce, publisher, airline, hotel chain and producers or marketers of electrical or laboratory gear, power cranes, fire-fighting equipment, poultry or vitamin products spur U.S. export, travel programs

The tally of "E" award winners went over the 400 mark with recent January ceremonies held from Connecticut to California. Nevada's first winner—Bonanza Air Lines—was cited on January 14 during a Capitol Hill ceremony in Washington, D.C., hosted by Senator Carl Hayden of Arizona.

Other January ceremonies brought recognition to 10 U.S. organizations for their concerted efforts to ship more American goods overseas—from fire-fighting equipment to power cranes, textbooks and poultry products.

A Reading, Mass. firm, Addison-Wesley Publishing Company, Inc., slated its "E" ceremony for January 6th. The following day, Regina Trading Corporation of New York City received its export award in the Office of the Secretary of Agriculture in Washington, D.C. Other January 7 ceremonies saw F & M Scientific Corporation of Avondale, Pa., and Irrigation Development Corp. become "E" winners. The latter firm, with headquarters in New York City, was cited at a ceremony in the offices of the Export-Import Bank of Washington. Eximbank's president and chairman, Harold F. Linder, presented President Johnson's "E" to officials of the export-minded New York firm.

The 400th "E" award to be presented since the program originated early in 1962 went to the Burndy Corporation of Norwalk, Conn., on January 8th. A Los Angeles firm, California Vitamin Co., received its "E" award on the same day.

Pioneer

A pioneer in the "Visit U.S.A." program, the Manger Hotel chain of New York City, was cited as an 'E" winner at a January 9 meeting of the New York Chapter of the Hotel Managers Association. A Lorain, Ohio firm—Thew Shovel Company—also became an export winner on the 9th. Its ceremony included a luncheon and plant tour attended by officials of Lorain and Elyria.

Upstate New York added another "E" organization as the Rochester Chamber of Commerce was named on January 13. On the following day, another New York group, LaFrance Export Corporation of Elmira, was cited for its achievements in doubling its export volume within the past 5 years.

Capsule descriptions of the ways and means by which these 11 U.S. organizations have aided the export and travel programs follow:

- Addison-Wesley began to develop worldwide markets for its science and mathematics textbooks back in 1958. Company representatives visited professors at almost every major university in the world. By the 1960-61 period, overseas sales were earning about 25% of the firm's total revenues.

To meet price competition, the company developed low-priced editions of its textbooks. Today, almost every Asian country, except Communist China, uses the texts. In addition, many of the books are available in local languages through a system of authorized translations.

- Bonanza Air Lines contributed to the "Visit the U.S.A." program by reducing and selling its low-fare packaged tours throughout the world. Firm executives traveled extensively through Europe and the Orient to enlist the support of airlines, steamship companies, travel agencies, hotel chains and resorts. Imaginative promotional material included many color films, a multi-faceted advertising program and brochures.

In 1961, Bonanza conceived and implemented its "Bonanzaland" fare for unlimited travel over its routes for 15 days for $90 and 30 days for $160.

- Burndy Corporation develops, designs, manufactures and distributes electrical and electronic connectors employed in missiles, computers, aircraft, industrial plants, utilities and elsewhere. Its products are redesigned to meet foreign customer demands and, today, its types and sizes of connectors and related items total over 25,000.

Company products had been sold abroad for many years by export companies. In 1957, however, the firm decided to expand into European, Latin American and Asian markets in manufacturing, warehousing and sales. It now has plants in 5 nations with warehousing and sales offices in 10, besides a licensing program in Australia.

- California Vitamin has built its export volume to more than 50% of its total annual business through agencies and other outlets in 58 countries. Foreign language advertising was utilized and distributor and exclusive agency outlets were established.

The firm attributes its success to its principal product, "Vim Vite," which is a high-quality, all-purpose product sold at a low cost, together with its sustained promotion program.

- F & M Scientific, founded in 1959, designs, manufactures and sells instruments for chemical and medical laboratories. Overseas sales in the 1961-62 period rose to about 14% of the firm's total business.

Overseas markets were developed in several ways—through exhibits at trade fairs, careful selection and training of distributors and representatives in major areas, and consistent advertising. In addition, company officials traveled extensively to introduce and demonstrate F & M products.

- Irrigation Development Corp. is a manufacturing, engineering and marketing organization for a varied group of industrial pumps and irrigation systems, together with agricultural chemical products. The firm pioneered overseas sales of its equipment in Latin America and later expanded its sales throughout the free world. Sales volume rose from a few thousand dollars to several million dollars.

Key factors

The firm attributes its success in the export market to several factors. (1) Good equipment. (2) Salesmen who are young, energetic, aggressive and technically expert. These men are backed by a strong engineering and promotion staff in New York. (3) Willingness to take certain risks where competitors are more cautious.

- LaFrance Export Corporation is the export arm for American LaFrance, a leading U.S. manufacturer of fire-fighting equipment. The company was established in 1958 especially to enter international trade. Within 5 years, it more than doubled its export volume and sales and introduced products succesfully in 54 countries.

A strong believer in the value of personal contacts, company representatives travel extensively to select distributor outlets and open new markets. Frequent

follow-up visits are made. The firm developed the first fire-fighting equipment catalog, including fire-fighting techniques, which is used in several colleges around the world. The company advertises widely in local firemen's publications, employs direct-mail techniques sucessfully and participates in trade fairs and exhibits.

● Manger Hotels was one of the first U.S. hotel chains to offer group rates, with reductions up to 50%, to visitors to this country. The chain was responsible for the first seminar to acquaint the U.S. travel industry with the technique of handling foreign visitors. Business introductions are arranged for foreign groups visiting the U.S.

Special attention is paid to the dietary habits of foreign visitors and menus are printed in several languages. In addition, staffs of interpreters are available.

● Regina Trading places some 96% to 100% of its poultry product sales in foreign trade. Its export push began in 1957. The firm is concerned about shipping on time, exactly as contracted for, and good solid packing. Credit terms are given where necessary and, to avoid costly mistakes, correspondence is prepared in the customer's language. Advertisements are placed in foreign editions of U.S. publications such as *Quick Frozen* magazine, *Journal of Commerce*, *New York Times* and *New York Herald Tribune*.

● Rochester Chamber of Commerce has been active in the field of world trade and export expansion for many years. It assists area firms seeking to enter the field of world trade and helps those already established to expand. It sponsors and conducts courses and seminars in export selling, provides market leads to industry, translates letters in over 30 foreign languages and aids in the preparation of shipping documents.

The Chamber initiated and fostered the expansion of the Port of Rochester. From January through May 1963, tonnage exceeded by 110% that handled a year earlier in the same period.

● Thew Shovel manufactures power cranes, shovels and front-end loaders. It has distributors in every free-world country and a manufacturing organization in the Netherlands. To overcome currency regulations in Japan and Australia, Thew entered licensing arrangements in these countries.

A parts depot is maintained in Europe. Products are designed to meet the requirements of overseas users. Company representatives visit their worldwide distributors at least 4 times a year. By 1961, export sales had reached 37.2% of the firm's sales total.

Suggestions on selling precision electronic test equipment to European business houses

Overseas Sales Manager tells how his firm used Trade Fairs and bus type sales offices to make contacts

By ANTHONY R. FAIOLA
Technical Manager Overseas Sales, Radio Frequency Laboratories, Inc.

A steadily increasing number of American electronic firms are participating in overseas sales programs. Many complications are involved in making these investments effective and financially practical.

Sales and marketing are fertile fields for development in Europe, but you have to be there physically, and you have to investigate the likeliest methods for creating a constructive plan.

Gone are the days when expensive, precision electronic test equipments were ordered from printed sales information alone. Proof of this is the increase in attendance and searching questions by potential customers at the many electronic exhibitions. Resident firms, owned by nationals or subsidiaries of American companies, are actively diversifying their product lines and are directly competing with U.S. firms that used to enjoy a proprietary market position. This competition will increase and be fuelled by more technical people attending more exhibits and by more American manufacturers taking direct action.

At an exhibition, a prospect can directly evaluate a particular product and determine if it suits his needs but, in many cases this will not be the concluding factor in his decision to purchase. He will want to see the product perform under the conditions in his own plant and how it will integrate with his operation. And why not? This is just as reasonable and sensible as trying out a new car before buying it. It, therefore, seems logical to arrange in-plant demonstrations immediately after an exhibition.

Like U.S. equipment

In general, foreign engineering and technical personnel think well of American precision electronic equipment; however, they can be reluctant when it comes to the actual purchase for several reasons: the problem of quick service and parts replacement, adequate training of personnel where the product is complicated or requires new operator skills, and delivery time, to mention some basic buyer resistances.

Ideally, these problems can be overcome by establishing a branch plant in each major trading area but, unless the anticipated product turnover can finance such an operation it is, of course impractical. However, there are alternatives for small manufacturers and their larger contemporaries who are not getting their share of the European market. Probably the most widely used method in the electronics industry is selling through exclusive agents in each country. They act in much the same capacity as the American field sales representative, except most have facilities for receiving and inspecting products before delivery to the customer; many buy directly and resell as they receive local orders and are equipped to place advertising, product publicity and exhibit at trade shows at their sole expense or on a shared basis with their principals. Each is naturally familiar with his national technical language (and frequently several others), knows custom procedures and regulations and usually sets the product's local price. In addition, many agents have well equipped and staffed shops for customer service. Last, but not least, the well established agents have well tended customer contacts and a reputation for integrity and service built up over the years.

Represent many firms

All is not honey, however, for each agent will probably represent ten or more principals, not all of whom are American firms, and the competition for his time, enthusiasm and absorption of product knowledge can be a challenge in itself. He has to be efficient; so he welcomes all the assistance he can get in the form of written material, attendance at seminars, factory help at national shows and visits to key customers with demonstrations.

A few U.S. electronic test equipment manufacturers operate small bus type

(*Continued on page 38*)

Several U.S. firms help build Mexican heavy machine plant

Due for completion this year; located in new industrial park; also gets U.S. technical aid

The International Finance Corporation (IFC), an affiliate of the World Bank, and the Inter-American Development Bank (IDB) are participating with Mexican and French investors to provide loan and share capital to Industria del Hierro, S.A., of Mexico, to finance a heavy equipment manufacturing plant. Several U. S. firms will provide technical assistance.

The company is constructing the plant in a new industrial park now springing up in the Queretaro Valley of Mexico. Construction work at the plant, about 140 miles north of Mexico City, began in 1962 and it is expected to be finished during 1964. The new facilities will enable the company to fill special orders for such capital goods as turbines, sluices and tanks, as well as produce a broad range of standardized equipment, including hydraulic gates, soil compacting equipment, mechanical shovels, crushers, hydraulic presses, tower cranes, graders and gantries.

Technical assistance agreements have been completed between Industria del Hierro and its subsidiaries and several industrial companies in the U.S. and Europe. One subsidiary, Link-Belt Speeder Mexicana, S.A. (LBSM), has been created with the technical and financial assistance of the Link Belt Company of Cedar Rapids, Iowa; it recently began assembling mechanical shovels and it will later manufacture tower cranes.

Technical aid

Industria del Hierro is also negotiating the establishment of a subsidiary with the technical assistance of Huber & Warco Corporation of Marion, Ohio, for the production of motor graders. Another subsidiary is being established to manufacture a variety of soil compacting equipment and vibrators with technical assistance from S.A. des Anciens Etablissements Albaret, of France, and AB Vibro-Verken, of Sweden.

Industria del Hierro has arranged with Aerojet General Corporation of Sacramento, California, to use the company's process for shaping sheet and plate. Other agreements with U.S. companies include licensing for manufacturing hydraulic press brakes, hydraulic bending, hydraulic shearing machines, and concrete batching and mixing plants.

Bank of America to help run Libyan commercial bank

The formation of a Libyan commercial bank partly owned and managed by the Bank of America now appears assured. The Bank of America is adhering to the Bank of Libya's newly promulgated policy on commercial banking by amalgamating with an existing foreign bank and offering 51% ownership in the new bank to Libyan investors.

The Bank of Libya has approved the project; now that a number of obstacles to the project appear to have been overcome, the new bank is expected to be in operation by April 1964, with the required final approval of the Minister of Finance expected then.

U.S. oil companies in Libya are expected to benefit from the fact that, for the first time in Libya's history, U.S.-style banking facilities and U.S. financial channels will be available on the spot.

Belgium likely to import more U.S. coking coal

The U.S. Embassy in Brussels reports that the 1964 quota for U.S. coking coal for direct Belgian consumption may be about 1 million metric tons, or slightly higher than the 1963 level. This figure is not fixed and could be as high as 1.5 million tons, if U.S. coal can be landed at prices substantially below those of German Ruhr coal.

The import quota for U.S. coking coal for re-processing and re-exportation may be about 500,000 tons in 1964, roughly the 1963 level.

Imports of other types of coal, which are not subject to quantitative restrictions, are conservatively estimated at 415,000 metric tons in 1964, considerably below last year's level of 750,000 tons. However, some 28% of the 1963 amount was the result of a special year-end authorization to increase Belgian stocks.

Pig iron shortage in India opens way to joint ventures

Limit on private plants' output tripled; demand outstrips supply; deal with Soviets arranged

The Government of India has announced a change in policy to permit private companies to establish pig iron plants with a capacity of up to 300,000 tons to overcome the serious pig iron shortage. Previously, private sector plants were limited to 100,000 tons capacity which Indian industrialists had argued was an uneconomic size.

The newly authorized capacities may be of interest to potential U.S. investors in joint ventures with Indian companies. The present domestic annual supply of saleable foundry-grade pig iron is 1.1 million metric tons, while annual demand is estimated at over 2 million metric tons. By the end of the Third Five Year Plan (1961-66), total annual production will, at best, be only 1.5 million metric tons—still far short of requirements.

Most seriously affected by the shortage are the small-scale foundries, whose position has been worsened by the Indian Government's policy of favoring the larger users, such as the big steel mills, in the allocation of pig iron. Few small foundries are operating above 25% of capacity.

System revised

The Government has taken some additional action to improve the situation. The system of pig iron allocation is being revised. During the first 2 years of the Third Plan, 7 licenses covering about 540,000 tons of pig iron capacity were issued to private firms. Of these, however, only 2, with a combined capacity of 60,000 tons, have been implemented.

India has also turned to imports as a means of bettering the supply situation. The Government has arranged to import 250,000 tons of pig iron from the Soviet Union over the next 2 years. India's policy on imports of pig iron from the U.S. and other sources is, at present, undetermined.

Photographic film imports taper off

Cartridge, roll and X-ray film imports rise; 'others' dip

U.S. imports of sensitized, unexposed photographic film during the first 9 months of 1963 tapered off after the large gains of previous years. Preliminary Census Bureau figures list foreign film purchases of $17.6 million, only $24,000 above the same 9 months of 1962.

Imports of cartridge or roll film increased 28.5% and X-ray film 8.3%, but "Other photographic film" and motion picture film declined 17.9% and 14.1%, respectively.

Although Belgium continues to be the leading supplier, its total of $9.65 million is 9% less. The United Kingdom increased its share from $3.5 million to $3.9 million, or a 10.7% rise. West Germany increased its shipments to the U.S., to $1.7 million, a 33.5% gain. Japan increased its exports to the U.S. nearly two and one-half times, and Italy 20.5%.

Foreign purchases of X-ray film increased almost $650,000, up to $8.5 million. The increase was primarily due to the 16.3% increase in imports from the United Kingdom, as the Belgian trade declined 6.2%

Detailed statistics of U.S. imports of sensitized photographic film, by classification and country of origin, for the first nine months of 1962 and 1963, are available from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, Washington, D.C., 20230.

KIDS' BOOK FAIR

The first International Fair of children's and youth books will be held in Bologna on April 4-12, 1964. A special prize will be awarded to the best literary work for children and adolescents, while another award, "The Printing Press," will be granted to the outstanding edition of children's and youth books. The Fair is organized by the Bologna Fair Institute. The Book Fair is designed to provide an international exchange of experiences and techniques on how to reach young people and communicate with them.

Libyan oil developments

The major developments in the Libyan oil industry during the last quarter of 1963 included announcements of 2 major pipeline projects by Oasis Oil Company, and a new oil terminal by Mobil; concession handbacks under the terms of the 1955 Petroleum Law; 3 discovery wells which lend new hope to the oil search in widely spread areas of Libya; and expanded support for the neighboring countries of Chad and Niger. Tripoli has emerged in recent months as the supply base for oil exploration being carried out by French firms in Chad and Niger, and companies supporting the Libyan oil industry are expected to derive considerable extra business as a result.

Further information is available from the Bureau of International Commerce, Dept. of Commerce, Washington, D.C. 20230.

Miami Conference to study Latin trade, investment

Trade and investment experts from both the public and private sectors will gather in Miami Beach's Deauville Hotel for the Federal Bar Association's Briefing Conference on Latin American Trade and Investment, January 23 and 24. The Conference is cosponsored by the Inter-American Bar Association and the Foundation of the Federal Bar Association, in cooperation with the Bureau of National Affairs.

The opening session will define the scope of the conference, while the afternoon meeting will evaluate the outlook for Latin American trade with the U.S. The second day's sessions will deal with the climate for Latin American investment and sources of financing available for such investment. Each session will be followed by a question and answer period.

Registration fee for the conference is $60 ($50 for FBA members), and can be made with the Briefing Conference Secretary, 1231 24th St., N.W., Washington, D.C., 20037. Phone: 202-333-6800.

Liberian road projects open to international bids

Maintenance equipment will also be sold by competitive bidding; World Bank loan aids projects

The World Bank has loaned Liberia $3.25 million for highway construction and maintenance. The loan will help finance 2 new roads and pay for equipment and materials needed for improved maintenance over the country's entire road system.

The total cost of the road construction and maintenance projects is estimated at $4.5 million. The Bank loan will meet the external financial requirements, and the Republic of Liberia will cover the remaining costs from its own resources. The new roads will be constructed by pre-qualified contractors chosen after international competitive bidding; the maintenance equipment will also be ordered through international bidding, as are all purchases of equipment for projects financed by World Bank loans.

One of the new roads will open up a promising area to forest and farm production; the other will provide a more economic route from Monrovia, the capital, to Robertsfield, a rubber production center and the site of Liberia's international airport.

The 48-mile road from Kle on the Bomi Hills main road to Pujehun in the extreme west of Liberia will initially be an access route between Monrovia and a planned logging and sawmill operation in virgin forests.

Direct route

The second road, to be built between Schiefelin and Robertsfield, is the last 14-mile section of a 35-mile road which will replace a roundabout 52-mile route from Monrovia to Liberia's international airport. Included in the work is the construction of a 262-foot span bridge and the asphalting of 13 miles of existing roads.

The road maintenance and repair shop facilities to be financed by the Bank loan are regarded as the minimum needed to restore the main trunk roads and to keep them operable thereafter.

Vietnam gets loan to construct plant for water treatment

AID funds make contract possible for $10 million Saigon plant

The two million residents of metropolitan Saigon will have more water as a result of an Agency for International Development loan that has made possible a recent contract between the Vietnamese Government and an Hawaiian construction firm.

The contract calls for a $10 million water-treatment plant to be built on the outskirts of the city. It will have a capacity of 92,000 gallons a minute—130 million gallons every day.

Most U.S. assistance projects in Vietnam now are in rural areas supporting the war effort against the communist Viet Cong. The water supply system for Saigon represents one of the few active long-range projects in the capital area and is considered of critical importance because of the rapidly growing population and the increasing industrialization.

The water-treatment complex will be built by the Hawaiian Dredging and Construction Company, Ltd., International. Work will begin this month and the plant is scheduled to go into operation early in 1966. It includes chemical feeding tanks, rapid sand filters, treated water reservoirs and pumping stations. It was designed by the Hydrotechnic Corporation of New York.

The company's contract with the Saigon Metropolitan Water Office represents $8 million in U.S. funds and the equivalent of $2 million in Vietnamese piasters. The dollar funds are part of an original $17.5 million development loan signed in November 1960. Repayment is scheduled over a period of 30 years with interest at three and a half percent. Other funds from the loan are being used for the construction of a 14.7-mile pipeline and various improvements in the city's water distribution system.

Water for the treatment plant will be drawn from the Dong Nhai River. The plant will be built on the west bank of the river opposite the city of Bien Hoa, about 12 miles from Saigon.

Soviet measurement team on exchange visit to U.S.

Secretary of Commerce Luther H. Hodges has announced that a Soviet team of experts in the science of measurement will arrive in Washington January 6 for a month's visit in the U.S. The Soviet Team's visit is in return for one by an American team to the Soviet Union last June, under a U.S.-Soviet agreement.

Secretary Hodges said: "In view of the increasing complexity of modern industry, a strong and dynamic measurement technology is essential to industrial development both nationally and internationally. Internationally, the exchange of data among scientists of different nations, the growth of international trade, particularly trade involving technological products, and possible cooperation between this nation and other nations in space technology are promoted by national measurement systems which are compatible with the systems of other nations."

"Furthermore, the rapid advances of Soviet technology make their measurement developments of interest to us. Our capabilities are naturally of interest to them. We believe that the exchange will be profitable to both nations."

On the itinerary for the Soviet scientists are visits to the National Bureau of Standards (Washington, D.C. and Boulder, Colo. Laboratories), a state weights and measures office (New Jersey), and industrial standards laboratories such as Leeds and Northrup, Philadelphia, Pa. or General Radio Corp., Boston.

Tariff Commission reports on safety pin industry

The Tariff Commission has submitted to the President a report on developments in the trade of safety pins.

The report is in keeping with a provision of the 1962 Trade Expansion Act which requests the Commission to keep under review developments in certain industries concerned with duties or import restrictions imposed under the Trade Agreements Extension Act of 1951.

This latest report to the President presents statistical data on safety pins and concludes that there have been no significant changes in the trade since the Commission's last review.

Copies of the Commission's public report are available from the Secretary, U.S. Tariff Commission, 8th and F Sts., N.W., Washington, D.C., 20436.

Italian businessman loses export rights for indefinite period

Failed to give adequate information of disposal of U.S. electronic gear

Fernando Caronna of Rome, Italy, and his firm Nucleonica S.p.A., have been denied U.S. export privileges for an indefinite period for failing to provide adequate information concerning purchases and disposition of U.S. electronic equipment.

The order, announced by the Bureau of International Commerce, went into effect December 31.

The Bureau sent Caronna a written questionnaire asking for pertinent details concerning his firm's disposition in 1961-1963 of U.S.-origin electronic equipment. No answer has been received from Caronna or his firm, and no excuse has been offered for failure to answer.

The denial order was issued under the Export Control Act to prevent Caronna from obtaining any U.S. goods and will remain in force indefinitely until the information requested is furnished.

The order prohibits Caronna and Nucleonica S.p.A., and all other persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them on their behalf in any such transactions; to do so would subject such parties to a separate denial of U.S. export privileges.

Wheat agreement amended

An amendment to a title I, Public Law 480 agreement between the Governments of the Congo and U.S. provides for the sale of $1.5 million, including ocean transportation, of wheat flour. The proceeds are to be used for loans by the Agency for International Development to private U.S. and Congolese business firms, loans to the Government of the Congo for economic development, and payment of U.S. obligations abroad. The original agreement was signed in February 1963.

EEC sets new regulations for equalization fee on certain processed goods

New measures establish different regulations for industrial items, Common Agricultural Policy levies

The European Economic Community (EEC) has adopted new rules for calculating the import equalization fee applied to certain processed goods re-exported by EEC members to other members and containing imported components on which the appropriate customs duties or charges with equivalent effect in the exporting member state have not been levied or which have benefited by a total or partial drawback on such duties or charges.

The new measures, effective January 1, establish different regulations for industrial and non-CAP levy items on the one hand and for those items on which the CAP (Common Agricultural Policy) variable levy system is applicable. Variable levies currently apply to grains, pork products, poultry and eggs.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

55% Fee on Non-CAP Levy Items

A 55% equalization fee applies to those processed goods containing non-EEC duty-free imported components when exported to another member state. Payment of the fee—calculated as a percentage of the Common External Tariff (CXT) rates—is required before such processed goods can benefit from the internally reduced EEC duties.

The 55% rate balances the intra-EEC tariff cut of July 1962, when intra-EEC import duties were again reduced by 10%, making a cumulative reduction from the 1957 rates of 60% for industrial commodities.

60% Rate for CAP Levy Items

A different system has been established for those items subject to the CAP levy system. Since the levies vary according to international market prices in relation to the established EEC domestic prices, the following method has been adopted for figuring the basis for assessing the import equalization fee.

On processed goods containing imported duty-free components on which the variable levy system is in force, the fee is set at 60% of the arithmetic mean of the agricultural levies applicable to the component. The Commission of the EEC will determine this figure for each quarter of the year on the basis of statistics during the latest quarter for which the facts are known.

Payment of this fee is required before these processed goods when shipped to another Member State may benefit from the intra-EEC reduced rates.

Certificate Required

A certificate of circulation must accompany all intra-ECC shipments to show that the necessary customs formalities of the shipping country have been complied with and to qualify them for intra-EEC tariff reductions. It is issued only after payment of the import equalization fee, whenever this system applies.

The equalization fee and certificate of circulation are necessary to prevent trade distortions which could conceivably arise during the transition period of the Common Market. For instance, it might be more economical to import the finished product from another member state at the reduced internal EEC rate than to produce it from dutiable material imported from outside the EEC. Such discrepancies could come about during the transition period as internal tariffs are progressively eliminated but external tariffs of member states are not yet fully merged into a single Common External Tariff.

Belgium's tight labor market forces hiring of foreigners

The pressures of the tight labor market will force Belgian employers to recruit at least 23,000 foreign workers this year, according to Labor Ministry estimates.

The number of work permits granted to foreign workers has been increasing considerably, from 3,500 in 1960 to 14,000 for the first eight months of 1963.

An estimated 155,000 foreign workers are presently employed in Belgium—the largest group being some 62,000 Italians. With Italy's own economy booming, it has become more difficult to obtain Italians, however, and Belgium has had to look further afield—to Turkey, Greece, Spain, Morocco and Portugal—to increase its labor force.

Most of the foreign workers recruited are unskilled, about half of them being employed in the coal mines. The rest work mainly in the construction, metal manufacturing and textile industries.

In order to get foreign workers to remain in Belgium for longer periods of time, the Belgian Government is encouraging them to bring their families along. The family is also a substantial source of labor. In 1962, 7,000 work permits were issued to wives, children, and other close relatives who had accompanied foreign workers.

Germany establishes quota on U.S. cocktail cherries

West Germany has established a quota of unannounced size for imports of cocktail cherries and Maraschino cherries from the U.S. and Canada.

These cherries must be in glass jars containing up to 8 oz. Import licenses may be applied for until the value limit has been reached, but not later than June 30, 1964.

Licenses will be valid until June 30, 1964; the first day of customs clearance is Jan. 1, 1964.

India's industrial policies relaxed to stimulate private foreign investment

Finance Minister indicates warmer welcome will be given investors as result of public sector presence in vital areas of economy

Recent statements and actions by India's Finance Minister, T. T. Krishnamachari, indicate India is willing to give a warmer welcome to private foreign investment.

In an address last month to a joint conference of Indian economic associations Mr. Krishnamachari said the stage was now reached where India was justified in opening the doors even wider to private foreign investment, as long as the burden put on India's balance of payments in the future is not disproportionate to the contribution made by private investment to economic growth.

He stated that the public sector presence was established in the most vital areas of the economy and there was less reason to fear domination by private foreign investment. He sees no need to change the policy of giving the public sector the dominant position in basic industrial development, but calls for new ways of cooperation between the public and private sectors.

He stressed the need to develop metallurgical industries, industries making capital goods and intermediate products, and chemical, particularly petrochemical industries.

In an earlier statement to the Indian Parliament the Finance Minister announced abolition of price controls on 16 industrial products, raising of the exemption limit for industrial licenses and capital issues, and suspension during the first quarter of 1964 of premium collections for emergency risk insurance. These actions were taken because it was believed that gradual and orderly relaxation of some controls would stimulate economic growth.

The 16 items are: Rayon yarn, staple fiber, caustic soda, soda ash, hydrochloric acid, chlorine, calcium carbide, bleaching powder, Chilean nitrate, muriate of potash, sulphate of potash, washing soap, tires and tubes, sheet glass, paper board, and natural rubber.

In the interest of dealing with investment proposals more speedily, companies capitalized at $525,000 or less need not apply for industrial licenses nor for capital issue approval. Previously the exemption limit was $210,000. These decisions were made pending full inquiry by a government appointed committee examining controls affecting the expansion of private industry.

The compulsory emergency risks insurance scheme is to be continued as long as the potential threat to India remains. Premium rates are set quarterly. Insurance is provided against loss or damage arising out of enemy action and other emergency risks.

Libyan Government needs consultant engineers

U.S. professional consultant engineers interested in working in the $475-Million Libyan Five-Year Development Plan are requested to apply for placement on the Libyan Government's register of consultant engineers.

Interested firms, to be placed on this register, must submit a completed questionnaire showing their experience and qualifications to the Ministry of Planning and Development, Kingdom of Libya, P.O. Box 687, Tripoli, Libya.

Questionnaire forms may be obtained from the Water Industries and Engineering Services Division, BDSA, Rm. 4113, Department of Commerce, Washington, D.C., 20230. It should be noted that the Government of Libya is interested only in registration of firms which genuinely desire to work in Libya.

U.S. professional consultant firms should be included in this register at the earliest possible date if they wish to get a share of the business.

Thai duties raised on gas, diesel oil

To enlarge the volume of revenues and help meet costs created by rising developmental expenditures, the Thai Government has increased import duties on gasoline and diesel oil. The duty on gasoline and similar engine fuels was raised from 0.70 baht to 0.80 baht per litre.

The duty on diesel fuel and heavy petroleum products, including fuels used in boiler furnaces, was raised from 0.10 baht to 0.12 baht per litre. The baht is valued at US$0.048.

U.S. engineering information requested by Saudi Arabia

U.S. engineering and consultative firms desiring to participate in the rapidly accelerating Saudi development program, are asked to send brochures describing fully their experience and qualifications to the Supreme Planning Board, Riyadh, Saudi Arabia, Attention of the Technical Assistance Section.

The Supreme Planning Board has been provided detailed information on consulting and engineering firms of other foreign nations. At the moment they are interested in obtaining detailed information on U.S. firms capable of providing consultative services for highways, civil aviation, agricultural and water resources development, industrial enterprises, water and sewage systems, and marketing and commercial trade.

Interested firms should send brochures to the Supreme Planning Board direct, simultaneously informing the U.S. Embassy in Jidda that they have done so.

Germany enacts ordinance covering antidumping queries

Investigations check applications of antidumping, countervailing duties

Antidumping investigations in West Germany are now to be conducted in accordance with a new ordinance, establishing procedures for determining whether or not antidumping and countervailing duties are to be applied as provided in Article 21 of the German Customs Law of 1961.

The ordinance prescribes the steps which must be followed to request an investigation from the Federal Ministry in whose jurisdiction the merchandise in question falls, and lists the facts which must be established prior to the initiation of an investigation. If the applicant for an investigation cannot supply all the required information, the appropriate Federal Minister may conduct a preliminary investigation to gather the missing facts surrounding the transactions involved.

If the application, even after the completion of the preliminary investigation, does not give sufficient evidence that the prerequisites for the application of anti-

dumping duties exist, the appropriate Federal Minister will refrain from instituting an investigation and will inform the applicant to that effect.

If, on the other hand, there is sufficient evidence, the Minister will institute the investigation and inform the government of the country of origin. The ordinance also sets forth the steps to be taken in clarifying the details and announcing the outcome.

The original German text of the ordinance was published in Bundesgesetzblatt II, 1963, pp. 1455-1458. Copies of these pages may be ordered at a nominal cost from the Photoduplication Service, Library of Congress, Washington, D.C., 20540.

An informal translation of the ordinance may be obtained from the Bureau of International Commerce, European Division, Washington, D.C., 20230.

Wheat flour placed under restriction by Singapore

Singapore now requires all shipments of wheat flour to be covered by specific import licenses approved by the Department of Imports and Exports. Licenses are required for all imports, which are restricted to quotas to be issued by the Department.

Applications for import quotas must be accompanied by documentary evidence of imports for 1962, with the duplicate (customs) copy of relevant inward declarations for 1962 serving as proof of imports for that year.

The action, effective Dec. 11, 1963, also stipulates that letters of credit for wheat flour should not be established unless an appropriate import license has been first obtained.

New drug legislation enacted in Sudan

The Sudan has enacted a new Pharmacy and Poisons Act, 1963, which became effective October 1, and supersedes the Pharmacy and Poisons Ordinance of 1939.

The new law incorporates most of the provisions of the 1939 ordinance but has three major new provisions:

1) The wholesaling of drugs must now be carried on under the supervision of qualified physicians or pharmacists. The old law contained no such restriction.

2) No new drug brands may be imported into the country unless they have first been approved and registered by the Ministry of Health.

3) Patent medicines as well as prescription drugs can be dispensed only under the supervision of licensed pharmacists.

Patent medicines such as aspirin and laxatives are now sold widely in the Sudan by small shop owners, as most areas have no licensed pharmacists. It is not yet known how strictly the law will be interpreted by the Ministry of Health in this respect. Most local traders believe that the Ministry will in practice allow the sale of the more commonly used patent medicines, without supervision by licensed pharmacists.

Ireland cuts tariffs

Ireland has reduced its import tariffs 10 percent across-the-board on industrial products. At the same time import quotas on boots, shoes, hosiery, and a limited number of industrial products have been enlarged by 10 percent. This is the second successive year such tariff cuts have been effected to prepare Irish industry for freer trade and presumed membership in the EEC by 1970.

Oil, gas concessions expanded in Denmark

The Danish Government has expanded the concession to exploit oil and natural gas resources granted in 1962 to shipowner A. P. Møller to include any part of the continental shelf under Danish sovereignty.

This follows ratification last June of the 1958 Geneva Convention on the Continental Shelf. Under the concession, A. P. Møller is cooperating with Gulf and Shell in prospecting activities.

The Danish Government has also granted a concession for the exploitation of salt solubles (excluding the mining of rock-salt) to the Oresund Cryolite Co., Inc., Copenhagen, which will utilize the concession in cooperation with the Dutch salt concern (KNZ). The salt concession grants monopoly privileges as far as Danish sovereignty goes (except in Greenland and the Faroe Islands), but the holders must respect a small, local concession previously granted a Jutland chlorine producer. The salt and oil concessions are valid for a 50-year period.

German Government establishes quotas for imports of canned fruits, vegetables

U.S., certain other countries affected by this measure; dates released for license applications, expirations

The Federal Republic of Germany has established quotas for imports from the U.S. and certain other countries of various types of canned fruits and vegetables.

Canned pears and figs may be imported in containers, the contents of which, however, must weigh less than 11 pounds. Applications for import licenses may be submitted until the exhaustion of the undisclosed value limit, but not later than March 26. Licenses will be valid until March 31.

Canned wax beans, in the form of cuts, and canned asparagus, in the form of cuts and tips, may be imported in airtight containers. Applications for import licenses may be submitted until the exhaustion of the undisclosed value limit, but not later than June 30. Licenses will be valid until June 30.

Another quota has been announced for preparations of canned asparagus, other than cuts and tips; this quota represents a continuation of the quota originally established in July 1963. Applications for import licenses may be submitted, without stating values or quantities, until the exhaustion of the unpublished value limit, but not later than March 25. Licenses will be valid until March 31.

In addition, a quota has been established for canned green peas and canned string beans, in airtight containers. The peas must not be processed of, or contain, mature (pulse) peas. Applications for import licenses for the peas may be made until the undisclosed value limit is reached, but not later than March 25. The last day of customs clearance is March 31. Licenses will be issued only to those applicants who imported canned green peas under a previous quota, established in October 1962. No applicant may apply for licenses exceeding in value 15 percent of the total import value allotted to him under the previous quota. Applications for licenses for string beans may be made without stating values or quantities. The last day of customs clearance is March 31.

WEST AFRICAN 'GOLD'

Rich Nigerian energy resources could bring varied industrial growth, AID research shows

Detailed studies by U.S. company establish groundwork for development of multi-pronged activities in country

Eight investment opportunities are described in a report, "Energy in Nigeria and Attendant Opportunity for Industrial Development," prepared by Arthur D. Little, Inc., for the Federal Government of Nigeria as part of a program of technical assistance sponsored by the U.S. Agency for International Development.

The report establishes the nature, location, availability and cost of Nigerian energy resources. It goes on to identify problems of energy imbalance, involving interfuel competition, domestic fuel alternatives and refinery product pattern flexibility. The study concludes with a series of preliminary feasibility analyses of what seem to be the best initial opportunities for developing Nigeria's fuel and energy resources to further new manufacturing facilities. The 8 specific investment possibilities cited for consideration by private investors are:

- Carbonization of Enugu coal;
- A small lead smelter;
- An electrolytic chlorine-caustic soda plant;
- A small aluminum smelter;
- Polyvinylchloride resin manufacture;
- Carbon black production;
- Production of ferrocolumbium from Nigerian columbite and
- Production of petroleum coke for export to West African aluminum refiners.

Energy sources abound

Nigeria is reported to be richly endowed with sources of energy. Ample volumes of petroleum, natural gas, coal, lignite, wood and hydroelectric power exist or, are in the process of development to satisfy the internal demand for power and fuel in the foreseeable future and to stimulate new industrial development.

Low-sulphur, waxy, crude oils have been found in the Niger River Delta with inferred reserves presently estimated at about 2,000 million barrels. Some 40,000 barrels daily will be allocated to a local refinery now under construction to produce all Nigerian petroleum needs except for aviation gasoline, some kerosene and bitumen.

Natural gas and heavier LP-gases are present all through the crude oil producing areas and at some distance beyond. Gas reserves are estimated to exceed 10 million cubic feet, of which perhaps 20% is considered "associated" with crude oil.

Reserves of 70 million tons of lignite and over 340 million tons of coal have been identified and roughly 600,000 tons of coal a year are now consumed in Nigeria.

Hydroelectric projects

The planned hydroelectric projects on the Niger and Kaduna Rivers are expected to yield 280,000 kw. from the Kainji Dam on the Niger by about 1969 and over 1.7 million kw. when the 3 planned dams are operating, possibly in the 1990's.

Regional availability and the relative costs of fuels are analyzed in the A. D. Little report. As a result, special attention is focused on the feasibility of carbonizing Enugu coal to produce indus-

UNTAPPED: The Permanent Secretary in the Eastern Nigeria Ministry of Commerce, Mr. C. C. Mordi (far right) discusses different types of local minerals with the Prime Minister, the Governor-General and Mrs. A. Okpara, wife of the Eastern Nigeria Premier at a recent trade fair display shown in Lagos.

trial and domestic fuel char, road tar, electrode pitch and creosotes.

Details of an investment in a plant with a charge capacity of 230,000 to 257,000 tons of coal, utilizing the Lurgi Spülgas process are included in the report. Since publication of this report, the Little staff have conducted additional feasibility studies covering carbonization of Enugu coal and expect to publish another report fairly soon.

Technical and investment considerations are also included covering the other 7 manufacturing opportunities listed above but not in as complete form as those for coal carbonization.

Under the terms of their service to the Federal and Regional Governments of Nigeria, the staff of Arthur D. Little, Inc., are prepared to work with interested investors, free of charge, to assist in every way possible to accelerate investment decisions.

Firms actively engaged in the industries described in the study or in allied industries may obtain a copy of the Nigerian report, from the limited number available, by addressing a request to Economic Development Section, Arthur D. Little, Inc., Acorn Park, Cambridge, Mass. 02140.

Turkish manganese venture proposed

A Turkish manganese mining company has recently acquired additional mining rights in an area near Trebizond which contains an interesting manganese discovery. The firm proposes a joint venture with U.S. mining interests or manganese importers to develop this deposit. So far, two adits (passages) 30 meters apart, have been driven 30 meters and 18 meters, respectively, into a flat-lying sedimentary manganese ore bed and average 2 meters thick. There are said to be possibilities for developing an ore body containing up to 100,000 tons of ore. Analysis of typical samples are reported to give a chemical content of 51.5-52.5% manganese, 0.8% iron, 8-9% silica and 0.08% phosphorus.

An investment of around $40,000 in labor and materials may be required to bring the mine to production by the end of 1964. By that time, some 4,500 tons or ore, ready for shipment, will have come from the development work.

Participation of a U.S. company is sought primarily as a means to raise additional capital required to build a 1-km. aerial ropeway, costing about $40,000, from the mine site to the graded road leading to the port of Arakli 45 km. away.

For further information, write to Mr. K. Soylemezoglu, General Director, Mineral Turk Madencilik Skt., Metropol Han, Beyoglu, Istanbul, Turkey.

Pakistan visitor to U.S. seeks development aids

Hopes to arouse interest in tourism, hotel construction and mineral wealth

A visiting businessman from Peshawar, Pakistan, is interested in discussing tourism to and from Pakistan as well as hotel and motel construction in that country with representatives of U.S. firms. He is also interested in talking about investments to develop the mineral deposits in Pakistan's northwest frontier province.

The Chairman of Sehrai Travels in Peshawar, Abdul Q. Sehrai, is a former Director of Tourism for West Pakistan and Chairman of the Chamber of Commerce of Peshawar's Development Committee. In January 1962, he was guide for the U.S. Investment Mission to Pakistan.

Firms wishing to contact Mr. Sehrai should write or call him at 8439 Sunset Blvd., Hollywood, Calif. 90069. (Area code 213, OL. 4-2643 or OL. 6-4401). Mr. Sehrai can be reached at this California address until the end of February.

Concrete mixers, rollers sought by Mexican firm

The owner of a welding and metalworking shop in Monterrey, Mexico, seeks to enter into licensing arrangements with U.S. manufacturers so as to produce construction equipment—especially road rollers and concrete mixers.

For further information, write to Mr. Taller Raul Torres, Washington Poniente 1964, Monterrey, Nuevo Leon, Mexico.

New York visitor proposes joint venture in Greece to process, sell nuts

A Greek businessman visiting the United States through January is attempting to locate an American firm interested in a joint venture to process and market varieties of nuts such as pistachios, cashews, walnuts, peanuts and hazelnuts in Greece. The arrangement contemplated is for the U.S. partner to finance the purchase of machinery. A feasibility report of the project is said to be available.

The Greek businessman, John P. Cardassilari, can be reached in the U.S. through B. Sessler Company, 100 Hudson St., New York, N.Y. 10013. His home address is 16 Voukourestiou St., Athens (134), Greece.

British producer of sealants looks for licensee in U.S.

An English manufacturer of a large variety of sealants and related products seeks a U.S. licensee with an efficient sales organization to produce and sell its products in this country.

The items offered include water, dust, oil and greaseproofing compounds; curing, bonding, plasticizing and coloring items; material for decorating cement and concrete work and other allied building materials.

Also offered for U.S. production under license are sealers, including a type resistant to jet fuel and solvents, in accordance with U.S. Government specifications.

A complete description of the British sealants is available on loan to interested U.S. manufacturers from Bureau of International Commerce, Office of International Investment, File 1199, Department of Commerce, Washington, D.C. 20230.

Help is offered for bulk fertilizer, ore exports

A firm in the Netherlands has expressed an interest in establishing a joint venture with an American firm for handling and selling bulk U.S. exports of fertilizer, coal and ore.

Write to N.V. Handels en Transport Mij. "Vulcaan," Coolsingel 89, Rotterdam, The Netherlands.

Irrigation canal construction bid registrations asked by Mexico

Companies in countries belonging to the Organization of American States are invited to register with the Directorate of Small Irrigation, Secretariat of Hydraulic Resources, 69 Paseo de la Reforma Mexico City before January 26 to bid on the construction of 41 kilometers of main irrigation canals.

Interested companies are required to submit data showing their ability to carry out the project. One the basis of this data, the Secretariat will decide which companies are eligible to participate in the actual bidding. Companies that have been designated as eligible must register with the Secretariat within a period of 10 days and obtain forms, specifications, and information concerning the conditions of the contract.

The project will carry water to irrigate 5,000 hectares. The canals and related works will have a capacity of 100 liters per second and will be constructed of stone masonry. In conjunction with these canals distribution tanks, connecting canals, engineering works, and roads will also be constructed.

A copy of the bid notification is available from the Building Materials and Construction Industries Division, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Water and sewer pipe bids invited for project in Peru

The Corporacion de Sanemaiento de Lima, Jiron Huaraz 386, Lima, Peru, invites bids for the supply and installation of 90,000 meters of 10-inch to 72-inch water and sewer pipe for use in the Lima water and sewage project. Pressure regulating stations, valves, and other accessories are also required.

The bid deadline is March 31.

Tender documents may be obtained from the given address for s/.2,500 ($93.28) per set.

Advice sought for AID's revision of procurement policy regulation

The Agency for International Development recently made a thorough restudy and redraft of Regulation 1, its procurement policy regulation. In order to assure that the final revised regulation reflects both the Agency's consideration and the business community's comments and amendments are being invited from interested persons.

The procedure calls for the present revised draft of the regulation to be published in the Federal Register. This was done during the week of December 30-January 3. For a period of 30 days after publication, comments will be welcomed by AID and should be forwarded to: Mr. Herbert J. Waters, Assistant Administrator for Material Resources, Agency for International Development, Washington, D.C., 20523.

Unlike the current Regulation 1, which was issued in November 1957, the revised version will apply to procurement of goods and related services financed by both loans and grants, except procurement for capital projects. The present version applies to grant financing only; loan-financed procurements are subject to the specific requirements of the loan agreement involved. Procurement by contractors for capital projects will be subject to the specific requirements of the related loan agreements and construction contracts.

The new draft deletes a considerable amount of material in Regulation 1 that is not of direct interest to suppliers or importers, has the subject matter in logical sequence thus reduces the need for cross reference, is easier to read and use, establishes, clearly the responsibilities of importers and suppliers.

The draft clarifies certain points of interest to suppliers, including a more detailed presentation of policies and procedures on waivers and exceptions to small business notification requirements. It gives an outline of the principles applicable to procurement by formal competitive bidding, a statement of requirements on advance and progress payments on contracts for purchase of custom made equipment; and a definition of how AID financed transactions tie into the U.S. Treasury Department Foreign Assets Control Regulations and Cuban Assets Control regulations. It also gives a clear outline of delivery service eligible for AID financing, eliminating doubts as to what services may or may not be eligible.

The new draft was evolved after consultation between AID officials and various members of the business community. Copies of the draft will shortly be available from regional field offices of the U.S. Department of Commerce. The Federal Register, in which it will be published, is available for inspection in most public libraries. Copies may also be obtained by request from the Office of Material Resources, AID, Washington, D.C., 20523.

The new regulation holds to a minimum any substantive rule changes on requirements for doing business with AID, since these rules in general have been found to be basically sound. Such changes as have been made were largely for the benefit of U.S. suppliers and consistent with the Agency's policy of increasing the emphasis on procurement from U.S. sources, a policy which resulted in AID procuring more than 80 percent of its material in the U.S. in the past fiscal year. SBM-63-13.

Pakistan issues tender for H.F. transmitters, receivers

The Pakistan Telegraph and Telephone Department has issued tender No. Pur. 21-18/63/521 for the supply of six 100 watt, SSB, H.F. transmitter/receivers, and three 50 watt mobile transmitter/receivers, to be battery powered. The frequency range for the 100 W. units is to be 2-15 MC, with provisions for 4 frequencies for transmit and 4 for receivers. For the mobile, 50 W. units, the frequency range is to be 2-7 MC, with 3 operating frequencies.

The bid deadline is February 6.

Copies of the specifications are available from the Consulate General of Pakistan, 12 E. 65th St. New York, N.Y., upon payment of a tender fee of $1.05.

A loan copy of the specifications is available to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Railway overhead traction equipment needed by India

The General Manager of the Central Railway, Victoria Terminus, Bombay is inviting bids for the supply and erection of approximately 230 miles of 25 kv, a.c., 50 cycle, single phase electric overhead traction equipment. The equipment is to be used for the Igatpuri-Nadgaon Section of the Bhusaval Division on the Central Railway.

The deadline for the receipt of tenders is March 23.

Tender documents and specifications may be obtained from the Office of the General Manager (Electrical Branch) Central Railway, Victoria Terminus, Bombay 1, India upon payment of $21.00 per copy.

A copy of the tender documents and specifications is also available, for review only, in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

Japanese plastics factory needs injection moulding machinery

The Taihei Plastic Co., 4 Biwajima-dori, Nishi-ku, Nagoya, a medium-sized local manufacturer of household plastic articles, has announced plans to build a new factory near Nagoya.

The factory will require approximately thirty automatic plastic injection moulding machines for the manufacture of moulded plastic articles.

Interested firms in the United States should correspond directly with the above-named Japanese company for further information and specifications for the required machinery.

Salt plant bid sought by Pakistan

The Deputy Manager (Salt), West Pakistan Industrial Development Corp., Karachi has announced Tender No. SG-7(22)63 which calls for the supply and installation of table salt manufacturing plant capable of producing four tons of refined white salt per day at the Salt Mines Warcha, District Sargodha, West Pakistan.

Tender documents are available from the given address upon payment of a non-refundable sum of Rupees 50 per set to the "Salt Mines Head Office Misc. Receipts Account" at the National Bank of Pakistan, PIDC House Branch, Karachi, Pakistan.

Firm seeks representation of chicken slaughtering plants

The firm, Sogem, S.A., 8 rue Blaise Pascal, Neuilly-sur-Seine, Seine, which specializes in the installation of complete animal feed plants, is seeking exclusive representation of U.S. chicken slaughtering installations on plants with a capacity of 1,000 to 5,000 chickens per hour. Information on processing other than simple dressing, such as freezing, is not needed at present.

A WTD report is being prepared and will be available shortly.

Sudan seeks radio equipment

The Ministry of Communications, Department of Posts & Telegraphs, has issued two tender requests for several pieces of radio equipment. The first tender, Contract No. 168 calls for six 50 watt, A.M., VHF radio telephone units, operating in the 108-140 mc frequency range. The deadline is January 27.

The second tender, Contract No. 169, is for 2 dual diversity RTT receivers, operating in the 3 to 25 mc frequency range. The equipment should be continuously tuneable over this range, with provision for a minimum of five crystal controlled spot frequencies. The deadline for this tender is January 29.

In both tenders, delivery dates will have a direct bearing on the tenders. Tenders are to be addressed to: The Controller, Stores & Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South, Sudan.

Copies of the tender documents are available to firms located in the U.S. on a short term loan basis from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C. 20230, (Telephone: 202-967-4036).

Equipment needed for Turkish fiberboard plant

The Suni Tahta Fabrikasi (Fiberboard Plant) located at Bolu, Turkey, has indicated a need for a heavy duty chipper and other affiliated equipment.

The chipper should have a capacity of 100 tons of hardwood and softwood chips per day, a throat size of 16" x 16", and be powered by an electric motor of approximately 350 horsepower.

A power splitter is required for larger size hardwood log bolts with electric motor drive, appropriate controls, and approximately 1000 feet of outdoor wood bolt conveyors with individual electric motor drives and controls.

The company also desires to purchase 32 high gloss chrome steel hot press platens to fit their Swedish "Avesta" press. These platens are of special design: 560 x 126 centimeters in size by 5 millimeters thick.

Anyone desiring further information or specifications on the above equipment should contact Mr. Ladettin Bilginer, Operations Manager at the Bolu factory.

X-ray apparatus, equipment bids invited by Ceylon

Ceylon announces an invitation to bid on X-ray apparatus, equipment, and supplies in various quantities.The items on the Tender include, but are not limited to, the following: X-ray generators, control units, table units, exploratory units, tomagraph (planigraph) attachments, adapter frames, dual-focus rotating anode tubes, heavy duty casettes, processing units, and film drying cabinets.

The bid deadline is March 10.

The name and address of the government agency inviting the bids is: The Ministry of Health and Housing, P.O. Box No. 500, Colombo.

Terms and specifications may be obtained from W. D. Soysa, Commercial Secretary, Embassy of Ceylon, Washington, D.C. Reference should be made to No. US/COM/29/50-51.

A review copy is available for inspection in the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Substation switchyard bids requested by Colombia

The Empresa de Energia Electrica de Bogota (Bogota Electric Power Company) is inviting bids for the designing and supply of circuit breakers, disconnecting switches, circuit reclosers, instrument transformers, lightning arresters, outdoor steel structures, grounding systems and accessories for the 33.5 kv and 11 kv substation at the El Colegio Hydroelectric Power Plant.

Bids on Tender No. CI-17 should be submitted no later than 2:30 p.m. February 28 to the Empresa de Energia Electrica de Bogota, Calle 13, No. 37-35, Oficina 201, Bogota, Colombia.

Contract documents and specifications are available from the Empresa at the above address upon payment of $10. A copy of the documents and specifications are also available, for review only, in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242.)

Transformers required for New Zealand substation

The New Zealand Electricity Department, is inviting bids for two 20,000 kva, 110/33 kv transformer bands and spare units for the Kinleith and Ongarue substation.

Contract No. 431 includes eight, single phase 6,667 kva, 110/19/05 kv outdoor type, double wound transformers.

The bid deadline is 4 p.m. April 7.

Tenders should be addressed to The Secretary, Tenders Committee, New Zealand Electricity Department, Private Bag, Wellington.

Specifications may be obtained from the New Zealand Sr. Trade Commissioner, 1145 19th St., NW., Washington, D.C.

A copy of the specifications is also available, for review only, in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WOrth 7-4242).

Tender announced by Pakistan for packaged air-conditioning

The Office of the Director General Telegraph and Telephone, Pakistan Telegraph and Telephone Department, Karachi, has announced Tender No. Pur. 23-16/63/522, bid deadline February 6, for packaged air-conditioning equipment for the Wireless Receiving Station at Rawalpindi.

A copy of the tender is available on a five day loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Room 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-Worth 7-5589).

Australia issues tender for telemetering equipment

The Snowy Mountains Hydro-Electric Authority, New South Wales, has issued Tender No. E.522 for the supply and installation of hydraulic telemetering, indications and controls for the Snowy-Murray project. Involved in this project are extended control, extended alarm, indications, and digital telemetering equipment at seven locations. The bid deadline is March 25.

Copies of the specifications may be obtained from the Snowy Mountains Authority, P.O. Box 332, Cooma North, New South Wales, Australia, for a charge of £A 2 ($4.50) each, non-refundable, but including mailing charges.

A copy of the specifications is available to firms located in the U.S. on a 3-day loan from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. (Telephone: 202-967-4036).

Bids sought for buildings at South West Africa's airport

The Administration of South West Africa invites bids for the erection of buildings for the new International Airport at Windhoek.

Tender documents are available in 4 different contracts. Contract No. 1 is for all buildings inside the security zone, including a Terminal Building; contracts 2, 3, and 4 are for smaller buildings outside the security zone.

Bills of Quantities are available from the Director of Works, Windhoek, South West Africa.

Since only a limited time for tendering is being allowed, the bidders are asked to signify their intention of tendering to the Airport, Windhoek, as early as possible. No exact deadline is given.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January.

Beverage, Alcoholic Manufacturers—France.

Instruments, Medical, Surgical, Hospital, Scientific and Process, Importers, Dealers and Manufacturers—Haiti.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Argentina.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Haiti.

Photographic Supply, Dealers and Photographers—France.

Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Netherlands Antilles.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants, A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ITALY—Corn, barley, oats, dried beans; importer, exporter, wholesaler. Alberto Luschi & F., 18-20 Via della Torretta, Leghorn.

012 Fruit, Tree Nut, Vegetable Farms

JAPAN—Citrus pulps in large quantities, at least 300 tons monthly. Konki Trading Co., Ltd. (trading company), 14, 4-chome, Negicho, Nakamura-ku, Nagoya.

111 Anthracite

SPAIN—Anthracite for domestic heating; steam coal, coking coal. Direct purchase and agency. Modesto Piñeiro y Compañia, (importer, dealer, commission merchant), Paseo Pereda 27, Santander.

201 Meat Products

CONGO—Canned meat. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO, (importer, exporter), B.P. 9711, Leopoldville. WTD 12/20/63.

GERMANY—Frozen, canned poultry. J. Latscha Frankfurt K.G. (food store chain), 1-5 Schwedlerstrasse, 6 Frankfurt am Main. WTD 12/31/63.

NETHERLANDS—Frozen beef and pork variety meats, such as tongues, livers, kidneys. Direct purchase, exclusive agency. N.V. Handelmaatschappij v/h M.A. van Dantzig & Co., 94 Meent, Rotterdam.

■ **TURKEY**—Native packer steer hides, average 75/85 lb.; native steer croupons, 75/85 lb.: native steer croupons cut 42% average, 36/40 lb., approx. $5,000. Import license No. 608/99988. Quotation date February 7. Mehmet ve Kemal Pinar Koll. Sti. Yeni Carsi No. 57 Manisa.

■ USA wet salted steer croupons, cut from cattle hides weighing 50 lb. and over at 43/44%, plump, free of bellies and shoulders, av. 36/38 lb. max., 10% seconds, max 10% grubs; approx. $34,300. IL No. 002653. Quotation date February 8. Hamdi Kocapinarli Sirketi Demirhane Cad. 101-103, Kazlicesme, Istanbul.

■ Native packer steer hide croupons, average 34/38 lb., September/October kill; approx. $30,200. IL NO. 002651/305181. Quotation date February 8. Foti Dulos Ve SSI Kazlicesme Isekele Sok. No. 15, Istanbul.

All above for PA No. 277-4701-000-356-4001. U.S. source. SBC-9.

203 Canning, Preserving Foods

See also SPECIAL TRADE LEADS on page 25.

● **BURMA**—Tinned fish in tomato sauce, 48x15 oz. or 48x16 oz., 3000 cases. Tender No. 83/SQI/Pa/1(63), bid deadline February 3. The General Manager, People Stores Corp., Food Procurement Branch, Rangoon.★ (Telephone: 202-WO 7-4794).

CONGO—Canned: vegetables, fish. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO (importer, exporter), B.P. 7911, Leopoldville. WTD 12/20/63.

GERMANY—Canned fruits, vegetables; dried fruits. J. Latscha Frankfurt K.G. (food store chain), 1-5 Schwedlerstrasse, 6 Frankfurt am Main. WTD 12/31/63.

MALAYSIA—Canned abalone. Kean Chiew Trading Co., (importer, exporter, manufacturers' representative), 280 Beach St., Penang. WTD 11/22/63.

204 Grain Mill Products

NORWAY—Foods for dogs, cats, birds, aquarium fish, other pets. Direct purchase and agency. A/S Nordiske Agenturer (importer, wholesaler, manufacturers' agent), Thv. Meyersgt. 70, Oslo. WTD 12/23/63.

207 Confectionery

SOUTH AFRICA—Kosher confectionery; requests replies from manufacturers only. Walt & Gorfinkel (Pty.), Ltd. (importing distributor), P.O. Box 1232, Cape Town.

SPAIN—Chewing gum; manufacturer, importer, dealer; requests replies in Spanish. Direct purchase and agency. Jose Ubarrechena, San Martin 42, San Sebastian.

208 Beverage Industries

DAHOMEY—Beer concentrate, to be reconstituted and bottled locally. Requests replies in French. Societe "Overseas," (importer, manufacturer), Boite Postale 214, Cotonu. WTD 12/19/63.

209 Food Preparations

● **BURMA**—Inedible tallow, 3,200 tons. Tender No. 130/SQI/Pa/1(63), bid deadline January 31. The General Manager, Peoples Stores Corp., Food Procurement Branch, Rangoon.★ (Telephone: 202-WO 7-4794).

220 Textile Mill Products

ITALY—Cotton, wool, synthetic fiber textiles used in the manufacture of raincoats, shirts, overcoats. Requests replies in Italian. Soc Acc. Semplice Itroc di Corti & Co., (manufacturer), Spicchio, Empoli (Florence).

Cotton, mixed fiber gabardine for manufacture of raincoats, poplin; all kinds of new textiles (cotton, wool, man-made fibers, mixed fibers) for manufacture of men's, women's wearing apparel; importer, wholesaler. V. A. Mori, Succ. P.A. Lelli, Viale S. Martino 6, Empoli (Florence). WTD 10/9/62

MALAYSIA—All kinds of textiles. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd., Penang. WTD 12/23/63.

NORWAY—Piece goods suitable for women's summer, winter coats. Interested in laminated nylon fur. Rafoss Konfeksjon A/S, (manufacturer), Flekkefjord.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Field office telephone numbers will be found elsewhere in this section.

DENMARK—Woodworking machinery, especially for the furniture industry. Direct purchase. TT-31.

Foodstuffs of all kinds: canned goods; frozen vegetables; tomato juice specialty foods; delicatessen items. Direct purchase. TT-32.

NORWAY—Outboard motors. Requests replies from manufacturers only. Desires sole representation for Norway. TT-33.

Scooters; motor bikes; other light motor vehicles. Direct purchase. TT-34.

Electric portable saws for cutting logs. Requests replies from manufacturers only. Desires sole representation for Norway. TT-35.

Acoustic felt. Direct purchase. TT-36.

Vinyl floor tiles; other floor coverings; suitable adheaives for same. Direct purchase. TT-37.

PHILIPPINES—Printing, composing, binding machinery; accessories; supplies. For rotogravure, offset, letterpress. Direct purchase and agency. TT-38.

SPAIN—Prefabricated, demountable metal buildings, parts; prefabricated, demountable wooden buildings, parts. Building constructor interested in direct purchase and agency. TT-39.

SOUTH AFRICA—Magnetic sound film, 8 mm., black, white, color; features, comedy, documentary, various sports documentary lessons, pageantry, travelogues. Direct purchase from manufacturers. TT-40.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton material printed with border designs, to be made into cafe curtains, other similar uses. Plastic Furnishing Co. Pty. Ltd., (importer, manufacturer), 44 Sydenham Rd., Marrickville, N.S.W. WTD 12/23/63.

CONGO—Cotton print cloth; cotton fabrics. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO, (importer, exporter), B.P. 7911, Leopoldville. WTD 12/20/63.

SINGAPORE—Cotton piecegoods—suiting, shirting; importer, exporter, wholesaler requests replies from manufacturers with price quotations cif Singapore. Price must be competitive. Sing Lun & Co. Ltd., 50 Circular Rd. Singapore 1. WTD 12/24/63.

UAR—Elastic fabric for bathing suits. United Trading & Agency Corp. (manufacturers), 46 Champolion St., Cairo. WTD 4/24/61.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

SINGAPORE—Synthetic fiber suiting, shirting; importer, exporter, wholesaler requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Sing Lun & Co. Ltd., 50 Circular Rd., Singapore 1. WTD 12/24/63.

THAILAND—Acetate tricot fabrics (Jersey); 2½ oz. per lineal yd or 6 to 7 sq. yd per lb.; 42", 108", or 120" width in rolls of 60-100 yds.; pastel colors suitable for women's underwear; about 1,200,000 yd. per year. Songtham Store R.O.P., (importer, wholesaler, manufacturers' agent), 157/6 Petchburi Rd., P.O. Box 556, Bangkok. WTD 2/11/63.

223 Broad Woven Fabric Mills, Wool

SYRIA—General line of woolen fabrics for men's, women's clothing. Direct purchase and agency. Maison Basile Toutoungi, (importer, commission agent), P.O. Box 584, Aleppo. WTD 12/20/63.

228 Yarn, Thread Mills, Products

MOROCCO—Wool, staple fiber yarn 2/26 (20/80); staple fiber yarn 1/28, 1/34; rayon yarn 300 deniers. Requests replies in French. Quotations cif Casablanca. Tissage Industriel du Maroc (manufacturer), 226, rue du Docteur Gieure, Casablanca.

SYRIA—General line of yarns. Direct purchase and agency. Maison Basile Toutoungi, (importer, commission agent), P.O. Box 584, Aleppo. WTD 12/20/63.

■ **TURKEY**—Nylon stretch yarn 60/2 den., approx. $11,600. IL No. 2581. Nylon stretch yarn 60/2 den., approx. $9,500. IL No. 2584. Nylon yarns on cones 60/1, 70/1 den., approx. $18,100. IL No. 2583. Nylon stretch yarn 60/2 den., approx. $9,700. IL No. 2590. Quotation date January 28. Nylon stretch yarn 60/2 den., approx. $16,800. IL No. 2644. Quotation date February 7. Emniyet Ticaret Koll. Sti., Bunyamin ve Nesim Mizrahi, Hasircilar No. 9/1, Istanbul. Cable: EMIT.

All above for Loan No. 277-H-043. U.S. source. SBC-64-6.

229 Textile Goods

See also SPECIAL TRADE LEADS above.

CONGO—Fishing twine, fish nets. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO, (importer, exporter), B.P. 7911, Leopoldville.

MOROCCO—Rope, hemp, sisal; tarred oakum. Requests replies in French, quotations cif Casablanca. Auxima (ship chandler), 26 rue de Vouziers, angle rue St-Quentin, Casablanca.

FIELD OFFICE PHONE NUMBERS

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below:

ALBUQUERQUE, N. Mex. 247-0311
ANCHORAGE, ALASKA. BR 2-9611
ATLANTA, GA. JA 2-4121
BIRMINGHAM, ALA. 323-8011
BOSTON, MASS. CA 3-2312
BUFFALO, N.Y. TL 3-4216
CHARLESTON, S.C. 722-6551
CHEYENNE, WYO. 634-2731
CHICAGO, ILL. 828-4400
CINCINNATI, OHIO. 381-2200
CLEVELAND, OHIO 241-7900
DALLAS, TEXAS RI 9-3287
DENVER, COLO. 534-4151
DETROIT, MICH. 226-6088
GREENSBORO, N.C. 273-8234
HARTFORD, CONN. 244-3530
HONOLULU, HAWAII. 58831
HOUSTON, TEX. CA 8-0611
JACKSONVILLE, FLA. EL 4-7111
KANSAS CITY, MO. BA 1-7000
LOS ANGELES, CALIF. 688-2830
MEMPHIS, TENN. 534-3214
MIAMI, FLA. FR 7-2581
MILWAUKEE, WIS. BR 2-8600
MINNEAPOLIS, MINN. 334-2133
NEW ORLEANS, LA. 527-6546
NEW YORK CITY, N.Y. LO 3-3377
PHILADELPHIA, PA. WA 3-2400
PHOENIX, ARIZ. 261-3285
PITTSBURGH, PA. 471-0800
PORTLAND, OREG. 226-3361
RENO, NEV. FA 2-7133
RICHMOND, VA. 649-3611
ST. LOUIS, MO. MA 2-4243
SALT LAKE CITY, UTAH. DA 8-2911
SAN FRANCISCO, CALIF. YU 6-3111
SANTURCE, PUERTO RICO. 723-4640
SAVANNAH, GA. AD 2-4755
SEATTLE, WASH. MU 2-3300

230 Apparel

ITALY—Men's wearing apparel, either items whose prices can meet competition in the Italian market or novelty fashion items; manufacturer. Direct purchase. Exclusive selling franchises for Italy desired. C. Baravelli, Maglificio Cravattificio Felsineo, 10 Strada Maggiore, Bologna.

232 Men's, Youths', Boys' Furnishings, Work Clothing

NETHERLANDS ANTILLES—Men's underwear, shirts, socks. Direct purchase and exclusive agency. Cambes Textiles N.V., (government owned corp.), Bobaire. WTD 12/19/63.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's ready-to-wear; misses' outerwear, sportswear; related lines, including bathing suits. Agency and/or distributorship for Bordeaux region. Requests replies from manufacturers only. Henry Miquel (manufacturer, wholesaler, exporter), 23 Cours d'Alsace-Lorraine, Bordeaux, Gironde. WTD 7/26/63.

239 Fabricated Textile Products

GERMANY—Camping goods of all kinds:

tents, sleeping bags, blankets. Cawad R. Cohn KG, (distributor, importer), 150 Noerdlicher Zubringer, 4 Duesseldorf. WTD 12/11/63.

240 Lumber, Wood Products

ITALY—Pitch-pine, Douglass fir lumber. Michele Alfano, Legnameria Italiana, S.p.A. (importer working and construction lumber logs, plywood), Casella Postale 4013, Rome.

241 Logging Camps, Logging Contractors

ITALY—Logs, boards; Douglas fir, pitchpine, redwood; importer, wholesaler, sawmill. Bama di Bacchelli Mazza & C., 142 Via delle Cateratte, Leghorn.

242 Sawmills, Planing Mills

GERMANY—Usual export grades of Douglas fir clears per N and R list, hemlock lumber, California redwood lumber, western red cedar lumber; pitch pine saps and Genoa prime per GCC, hickory (swamp grown) ski billets, dimension stock, Carolina pine flitches, black walnut logs in veneer and sawmill quality, Lignum Vitae—origin: Nicaragua, Honduras, San Domingo. Gerhard KILB & Alfred van Moppes (jobber), Interholz, Mannheim—Lindenhef.

ITALY—Spruce and white fir lumber. A.L.A., Azienda Legnami Affini di L. Gori & C. (importer), Via Tor Sapienza 197, Rome.

Douglas fir, hemlock, pitchpine, other U.S. produced lumber. Direct purchase and agency; requests replies in Spanish. Francesco Andreini & Figli, (importer, wholesaler), 88 Viale C. Castracani, Lucca.

Pitchpine, Douglas-fir, hickory ski billets. Bracci & Marzini di Piero e Mario Bracci & Co., (importer, wholesaler), 1 Via Carlo Bini, Livorno.

Douglas fir, oregon, yellow pine (special genoa prime), lumber; thickness 2", 2½", 3", 4"; width 4" and over; length six ft. and over; requests quotations cif Italian port. Vincenzo Scannapieco, (importer, dealer), via Tiburtina 872, Rome. WTD 6/20/63.

Pitch pine; Douglas fir lumber. Requests quotations cif Civitavecchia or Naples ports. Michele Alfano, Legnameria Italiana, S.p.A., (importer), Casella Postale 4013, Roma. WTD 8/22/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

See also SPECIAL TRADE LEADS on page 25.

ITALY—Fir plywood, wood fiber boards, other wood byproducts. Direct purchase and agency. Francesco Andreini & Figli, (importer, wholesaler), 88 Viale C. Castracani, Lucca.

252 Office Furniture

LIBYA—Metal office furniture: chairs, desks, tables, stands, cabinets, files. Requests prices and catalogs; quotations cif Benghazi if possible. Nicola Cricorian (importer, distributor), P.O. Box 176, Benghazi. WTD 12/16/63.

262 Paper Mills Products

● **CEYLON**—Machine glazed posterpaper: 1,000 reams, 25"x40"-43 lb./500, M.G., white; art paper: 500 reams, white, in various basic weights, sizes; cartridge paper: 1,000 reams, pure white, 30"x40"-90 lb./500; white art boards: 20,000 sheets, 22"x28"-21 lb./500; machine coated art paper: 1,000 reams 30" x40"-60 lb./500, and 3,000 reams 23"x36"-48 lb./500. Tender No. 52, bid deadline February 11. The Chairman Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3003).

● **EL SALVADOR**—Security paper, kraft paper: 100 reams security paper in accordance with specifications, tender No. 213(63), bid deadline February 3; 300 reams of kraft paper in accordance with specifications, Tender No. 225 (63), bid deadline February 7. Proveeduria General de la Republica, Ave. Espana No. 613, San Salvador. Specifications in Spanish.★ (Telephone: 202-WO 7-3003).

● **NEW ZEALAND**—Hard sized, supercalendered mechanical printing paper, in 45" wide rolls, 49.5 g.s.m., 450 tons, white, 55 tons, colors; tinted writing paper, in 34" wide reels, 73 g.s.m., 5,000 lb. pink, 30,000 lb. green; white, m.g. poster paper, 60 reams 30x40-90 lb./500, 60 reams 23x36-62 lb./500; white cartridge paper, 870 reams in various sizes, basic weights; manila board, 1½", 1⅝", 1⅝" wide reels in various basic weights, white, colors. Tender No. 731, bid deadline February 5. Specifications available from the New Zealand Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C. 20036.

PHILIPPINES—Newsprint paper, white, U.S. standard, in side rolls, cull rolls, rewind rolls suitable for sheeting and/or rotary printing, in 40" max. O.D. and 3" I.D. cores. Book paper, supercalendered, white, in 50, 55, 60 lb. 25 x 38/500 rolls 24" and/or 29" wide, 40" max. O.D., 3" I.D. Direct purchase and agency. Mr. J. Silvero, Manufacturers' Representatives, Inc., (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila.

Offset paper, coated one side, white, in 60 lb. 25 x 38/500 rolls 30" wide, 40" max. O.D., 3" I.D. cores. Direct purchase and agency. Mr. J. Silverio, Manufacturers' Representatives, Inc., (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila.

264 Converted Paper, Paperboard Products

ITALY—Stationery, art supplies. Direct purchase and agency. Neotecnica di Damiani Marcello, (wholesaler). Corso Europa 799, Genova.

Wallpaper. L'Arte della Casa—A. Fumagalli, (wholesaler, retailer, importer), Via Cola di Rienzo 38-40, Rome.

MALAYSIA—All kinds of stationery. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd., Penang. WTD 12/23/63.

PAKISTAN—Paper: tissue, kraft, butter. Everest Trading Co. (manufacturer), Mohammadpura, Sialkot City. WTD 12/11/63.

273 Books

PAKISTAN—Books on all subjects, excluding medical, engineering, highly technical. Direct purchase and agency. International Book Service (importing distributors), 75 The Mall. Lahore. WTD 12/9/63.

274 Publishing

PAKISTAN—Teaching, visual aids; film strips; projectors; geographical apparatus, scientific models; globes, maps, charts. Direct purchase and agency. National Educational Emporium, (manufacturers of teaching aids, school furniture; importing distributors), 2/9 Nicholson Rd., Lahore. WTD 12/10/63.

276 Manifold Business Forms

● **GREECE**—Business forms for Bull tabulating machines. Tender No. 6254, bid deadline February 6. Hellenic Telecommunications Organization, Ltd., (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4115).

277 Greeting Card Manufacturing

PAKISTAN—Greeting cards. Direct purchase and agency. International Book Service (importing distributors), 75 The Mall, Lahore. WTD 12/9/63.

280 Chemicals

SWEDEN—Chemicals of all kinds. Direct purchase and agency. Lybeck, Rönne & Co. AB (agent), Östra Hamngatan 16, Göteborg. WTD 10/25/62.

281 Industrial Chemicals

INDONESIA—40 tons of mercury for use in plant's electroplate processes. Perusahaan Negara Soda (manufacturer), Waru, Surabaya. WTD 2/21/63.

● **IRAQ**—Aluminum sulfate (basic alum), 100 tons; bleaching powder, 30% chlorine concentration, 100 drums, 112 lb. each; liquid chlorine, 25 pressure drums, approx. 813 kilos each, 100 pressure cylinders, approx. 150 lb. each; methyl chloride, 15 cylinders, approx. 99 lb. each; dichlorodifluoromethane, 40 cylinders, approx. 140 lb. each; chlorodifluoromethane, 20 cylinders, approx. 130 lb. each. Tender No. 124/63, bid deadline January 30. Iraqui Ports Administration, Basra.★ (Telephone: 202-WOrth 7-2008).

ITALY—Lithopone, ZnS 30%. Direct purchase. Societa Commerciale Importazioni Lavorazioni S.C.I.L., (wholesaler), Corso Gastaldi 27/5, Genova, P.O. Box 623, Genoa.

JAPAN—Calcium superphosphate, double and /or triple, in moderate quantities. Katoh & Co., Ltd. (trading company), 22, 8-chome, Kobikicho, Naka-ku, Nagoya.

■ **KOREA**—Dioctyl adipate, approx. 15 m.t.; dioctyl phthalate, 5 m.t. Ref. No. FFO-SAI-3-901. Cable: INCHEMICO, SEOUL. Dioctyl Phthalate, 80 m.t.; dioctyl adipate, 10 m.t. Ref. No. FFO-SAI-3-899. Cable: EUNSUNG, SEOUL. Dioctyl Pthalate, technical grade, 55 m.t.; dioctyl adipate, 2 m.t. FFO-SAI-3-900. c&f and/or cif, all U.S. flag vessels. Korea Plastic Productive Cooperation, No. 289, Kwan Chul-Dong, Chongro-Ku, Seoul. Quotation date February 4.

■ Dioctyl phthalate, 180 m.t.; diisooctyl phthalate, 100 m.t.; dioctyl adipate, 50 m.t. Ref. No. FFO-SAI-3-898. Quotation date February 3. Lucky Vinyl Plastics Co., Ltd., 2nd Fl., Han-il Eulchi Bldg., 116, 3-ka, Eulchiro, Seoul.

All above for PA No. 489-356-3212. Limited world wide (901). Copies of all offers made should be sent via Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-9.

Dicalcium phosphate dihydrate, dentifrice grade 240, 66,060 lb.; sodium carboxymethylcellulose CMC, 12 HP, 7 MP or 7HP, 4900 lb.; sodium lauryl sulfate, sipex SD, 2200 lb. Ref. No. FFO-SAI-3-896. Kelim Chemical Industrial Co., 9/3KA Daechung Dong Chung-Ku, Pusan. Quotation date January 24.

■ DOP and DOA, approx. 30 m.t. Ref. No. FFO-SAI-3-890. Quotation date January 25. Korea Telecommunication Ind., Inc., 64-8, 1 Ka, Tepungro, Chung Ku, Seoul.

Both above for PA No. 489-356-3212. Limited world wide (901); c&f or cif Pusan by all U.S. flag vessel. SBC-64-4.

NETHERLANDS—All kinds of raw material for the chemical industry. Direct purchase and agency. N.V. Maatschappij voor Handel en Chemie Commerce-Chemie, 20 Keileweg, Rotterdam. WTD 12/20/63.

SWEDEN—Industrial chemicals of all kinds. Direct purchase and agency. Lybeck, Rönne & Co. AB (agent), Östra Hamngatan 16, Göteborg. WTD 10/25/62.

■ **TURKEY**—Caustic soda, solid, 98%, 84,550 kg., approx. $6,700, fob. Import license No. 579. 8% Formaldehyde synthetic resin, 14563 kgs., approx. $15,000 fob. IL No. 578. Aydin Tekstil (Iplik ve Dokuma) ve Nebati Yaglar Sanayi Isletmeleri A. S. Aydin. Cable: TEKSTIL-AYDIN. Quotation date January 28. Loan No. 277-H-043. U.S. source. SBC-64-6.

■ **VIETNAM**—Light soda ash, Solvay process, 335 m.t.; hydrochloric acid 20-22° Be, 705 m.t. Ets. Tran Van Long, 60 Ton That Chiep, Saigon.

■ Calcium carbide, 40/60 C2H2, 230/300 L/kg., 150 m.t. Societe D'Oxygene & D'Acetylene D'Extreme-Orient, 1/3 Nguyen Troung To, Saigon.

Both above limited world wide (901). Quotation date February 8. Offers on c&f basis only; fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-9.

282 Synthetic Materials

AUSTRALIA—Polyurethane foam components, fiberglass cloth, isothalic polyester resin for manufacture of surf boards. Mr. Robert K. Gowenlock, (manufacturer), 48 Cannons Parade, Forestville, N.S.W.

■ **INDIA**—Plasticizer, dioctyl phthalate or diiso-octyl phthalate standard quality, 100 to 110 tons; c&f basis. Ref. No. 50 (22)/63-082/Aid(1). Import license No. P/RM/2130387. Loan No. 386-H-082. U.S. source. Quotation date February 6. The Bhor Industries Ltd., Sir Vithaldas Chambers, 16, Apollo St., Bombay 1. SBC-11.

ITALY—Polyester, polyamid yarns used in manufacture of tulle, other flimsy curtain materials; manufacturer. Fiorenzatulle, 40 Via Lucchese, Sesto Fiorentino (Florence).

JAPAN—Bonding agent such as phenol resin type for use in manufacturing grinding wheels. Nagoya Elastic Grinding Wheel Mfg. Co., Ltd., (manufacturer of grinding wheels), 15, 2-chome, Satsukiminami-dori, Nakagawa-ku, Nagoya. WTD 8/63.

■ **KOREA**—Polyethylene resin, high density, virgin and/or off grade, approx. 40 m.t.; vinyl and vinyl copolymer resin, uncompounded Geon-121, or equal, and/or compounded scrap type, 15 m.t.; polypropelene, injection molding and/or off grade, 5 m.t.; polystyrene, styrene copolymer resin, styrene, crystal clear, 20 m.t.; styrene acryloutrile copolymer RMD-4511, black, 15 m.t. Ref. No. FFO-SAI-3-902. Vinyl and vinyl copolymer resins, uncompounded, 20 m.t.; same, compounded, 25 m.t.; polyethylene resins, film grade, virgin and off grade, 50 m.t.; Polypropylene, nylon resin, solution type, 5 tons each; PVC compounds, modifier, acrylic type, 2 m.t. Quotations date February 4. Korea Plastic Productive Cooperation, No. 289 Kwanchul-Dong, Chong Ro-Ku, Seoul. Cable: INCHEMICO. Dicalcium phosphate, dentifrice grade 220, 32,000 lb.; same, lustre phos. M, 31.000 lb.; same, dentifrice grade V-5, 63,000 lb.; sodium carboxymethyl cellulose, 4,000 lb.; sodium lauryl sulfate sipex-SD, 500 lb. Brand names should be clearly described in offer, samples required. FFO-SAI-3-897. Quotation date February 3. Korea Pharmaceutical Ind. Assn., 181, Kwanchul-Dong, Chongro-Ku, Seoul.

All above for PA No. 489-356-3212. Limited world wide (901). Copies of all offers made to importers should be sent Air Mail to the Bank of Korea, Attn: AID Section and to the Director, U.S. Aid, c/o American Embassy, Seoul; c&f or cif Pusan/Inchon by all U.S. flag vessel.

■ **KOREA**—Polyethylene, off grade or virgin; high density polyethylene, same, approx. 10,000 lb. each; polystyrene, G.P. crystan clear, approx. 15,000 lb. Ref. No. FFO-SAI-3-891. Polyethylene, virgin blowing film and/or off grade, Tenite 885F or Dow 532E and off grade, or equilvalent, approx. 35,000 lb.; polyethylene resin film and/or off grade, 6 m.t. Ref. No. FFO-SAI-3-889. Vinyl copolymer resin, uncompounded, solution, Geon 427, 421, 400x 110, 222, or equal, 5,500 lb.; emulsion type, Geon latex 576, 652, 450x167, or equal, approx. 4,500; vinyl resin, uncompounded, Geon 121, or equal, approx. 8,500 lb.; polystyrene, general purpose crystal clear and colors, approx. 2,000 lb. Ref. No. FFO-SAI-3-887. Polyethylene, virgin blowing film grade Tenite 885F, or equal, 32,000 lb. Ref. No. FFO-SAI-3-88.

All above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 25. Korea Plastic Productive Co-Operation, 289 Kwanchul-Dong, Chung-Ku, Seoul. C&f or cif Pusan by all U.S. flag vessels. Copies of all offers made to be sent Air Mail to the Bank of Korea, Attn: AID Section and to the Director, U.S. AID, c/o American Embassy, Seoul. SBC-64-4.

■ Vinyl and vinyl copolymer resin, uncompounded, 350 m.t.; same, except compounded, including scrap, 150 m.t.; polyethylene resin, including off-grade, 800,000 lb.; cellulose ester molding/extrusion composition, 150,000 lb.; acetal resin, molding/extrusion grade, 60,000 lbs.; styrene polymer and copolymer, 100,000 lb.; polyamide resin, nylon and bristle, 30,000 lb. Cif Pusan by 100% U.S. flag vessel. Ref. No. FFO-SAI-3-892. Korea Plastics Productive Cooperation, 289 Kwanchul-Dong, Chong-ro-Ku, Seoul. PA No. 489-901-356-3202. Limited world wide (901). Quotation date January 25. Quotations should be forwarded to: 2nd Floor, The Han-Il Bank Eulchi Bldg., P.O. Box 314, Kwang Hwa Moon, Seoul. Cable: FOURCLOVER. Copies of all offers made to be sent Air Mail to the Bank of Worea, Attn: AID section and to the Director, U.S. AID, c/o American Embassy, Seoul. SBC-64-4.

NETHERLANDS—All kinds of raw material for the plastic industry. Direct purchase and agency. N.V. Maatschappij voor Handel en Chemie Commerce-Chemie, 20 Keileweg, Rotterdam. WTD 12/20/63.

■ **TURKEY**—Polyethylene granules for film crystal, 12-14 tons. Import license No. 246101/398. Kanat Plastic Sanayii Y. Muh., Hayrettin yelkikanat, Sisli Abidei Hurriyet cad. No. 199. Cable. ABIDEI HURRIYET cad. No. 199, Istanbul.

■ Polystyrene, approx. $5.000. Import license No. 492. Profilo Demir Fabrikasi Adi Komandit Sirketi, Jak Kamhi Ve Ortaklari. Cable: PROFILODE/ISTANBUL.

Both above for Loan No. 277-H-043 quotations date February 6. U.S. source. SBC-64-6.

■ **VIETNAM**—Raw materials for plastics: Maleic resin, 4050 lb.; same, high purity, 4120 lb.; pure phenolic resin, 1,000 lb.; alkyd resin, soya oil modified, 15,995 lb.; alkyd resin, linseed oil modified, 9829 lb.; cocoanut oil alkyd resin, 4050 lb. Quotation date January 29. Ets Dao Huy Mon, 90 Ham Nghi, Saigon.

■ Polyamide resins for extrusion of monofilament for fishing line, nets, 40,700 lb. Ets. Safifactory, 94-98 Nguyen Huyng Duc, Cholon.

Both above limited world wide (901). Offers on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Quotation date January 29. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-9.

283 Drugs

FINLAND—Antibiotics for animal feed. Exclusive agency. Mr. Jüri Puhk, Helsingin Mylly Oy., (flour milling), Kaikukatu 5, Helsinki.

Antibacterial serums, antiserum for human use. Exclusive agency. Mr. Juri Puhk, Puhk & Co. Oy, (agency, distributor, importer), Kaikukatu 5, Helsinki. WTD 4/13/62.

NETHERLANDS—Pharmaceutical such as vitamins, vaccines, insulins, raw materials. Direct purchase and exclusive agency. Centrafarm (importer, exporter, wholesaler, manufacturer), 41 Ludolf de Jonghstraat, Rotterdam.

■ **VIETNAM**—Acetyl salicylic acid, 5,000 kgs.; chloramphenicol levogyre, 600 kgs.; kaolin, terpine, chloramphenicol palmitate, 500 kgs. each; esther sulfurique, 20 kgs.; bismuth subnitrate, 1,000 kgs.; sodium bicarbonate, 360 kgs.; sodium sulfate, 140 kgs.; sodium phosphate, 200 kgs.; sodium bromide, 100 kgs. Pharmacie Nguyen Thi Hai, 32 Loi, Saigon. Quotations by January 29.

■ Sodium benzoate, 50 kgs.; chloramphenicol palmitate, 200 kgs.; chloramphenical levogyre, 100 kgs.; dipyrone powder, 1200 kgs.; ascorbic acid, 400 kgs. Quotations by January 29. Pharmacie Nguyen Van Trang, 5 Ngo Thoi Nhiem, Saigon.

■ Terramycin, generic name, Oxytetracycline, capsules 250 MG in boxes of 100 capsules, 1500; same, premixed ped. drop 10cc, 2,000 vials; same, syrup 60cc/1.5mg, 1400 bottles. Quotation date February 8. Pharmacie La Thanh 195-201 Tu Do, Saigon.

All the above, limited world wide (901). Offers reviewed on c&f basis only; fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-9.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FINLAND—All kinds of cosmetics, related products, medium priced. Exclusive agency. Mr. Jüri Puhk, Puhk & Co. Oy., (agency, distributor, importer), Kaikukatu 5, Helsinki. WTD 4/13/63.

THAILAND—Finger nail polish in bottle, bulk containers for wholesale. Direct purchase and agency.

Medicinal shampoos, finished product in bottles, bulk containers for wholesale. Direct purchase and agency. Nam Sian Ltd. Partnership, 233-235 Chakrawat Rd., Bangkok. WTD 12/11/63.

285 Paints, Varnishes, Lacquers, Enamels

MOROCCO—Marine paints, all types. Requests replies in French, quotations cif Casablanca. Auxima (ship chandler), 26, rue de Vouziers, angle rue St-Quentin, Casablanca.

286 Gum, Wood Chemicals

ITALY—Gum rosin, gum turpentine, wood rosin, pine oil. Societa Commerciale Importazioni Lavorazioni S.C.I.L., (wholesaler), Corso Gastaldi 27/5, Genova, P.O. Box 623, Genoa.

287 Agricultural Chemicals

BRAZIL—Pulverized calcium superphosphate (45% P_2O_5), about 3,000 tons; simple superphosphate (18/22% P_2O_5), about 2,000 tons, potassium chlorate, about 1,500 tons. Fertilizers manufacturer, wholesaler requests replies from manufacturers only with price quotations cif & fob Rio de Janeiro. Companhia Agrícola de Minas Gerais S.A.-CAMIG-, Rua Espírito Santo, 495, 8° andar, Belo Horizonte. WTD 10/16/63.

● **CEYLON**—Malathion, 50% E.C., 1,100 imperial gallons, in new 5 imperial gallon drums, bid deadline February 25. The Chairman, Tender Board, Ministry of Health & Housing, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3910).

ECUADOR—Phosphatic fertilizer materials with high percentages of phosphate and potassium; agricultural insecticides, fungicides; requests quotations for soluble, liquid preparations. Interested in all types of agricultural chemical products. Desires correspondence in Spanish, quotations cif Guayaquil, catalogs. Direct purchase and agency. Luis F. Lozada V., El Agro, (importer, manufacturer), Calle Benalcázar 406, esq. Bolívar, Ambato.

MALAYSIA—All kinds of fertilizer. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd., Penang. WTD 12/23/63.

289 Chemical Products

NETHERLANDS—Chemicals for the footwear industry. Requests replies from manufacturers. Interested in newly developed procedures in this line. C.V.J. Wildeman & Co., (importer, distributor), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

PAKISTAN—Polishing salts, compounds. Everest Trading Co. (manufacturer), Mohammadpura, Sialkot City. WTD 12/11/63.

Electroplating polishes, compositions. Rashid Turner (Registered) (manufacturers), Raja Bazar, Sialkot City. WTD 12/3/63.

291 Petroleum Refining

GERMANY—Used base oils for regenerating, branded motor oils, additives. Mineraloelwerke Albert Sengewald (refiner, importer, wholesaler), Dedenhausen ue. Lehrte, Hann.

● **GREECE**—Lubricating oils, greases. Tender No. 336, bid deadline February 8. Ministry of Agriculture, General Directorate of Agriculture, Land Reclamation Service, Directorate V, 60 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2355).

■ **INDIA**—Raw petroleum coke, ½" and above for manufacture of calcium carbide, approx. $105,000. Quotation basis in fob quantity, max. permissible within the license value. Ref. No. 69(2)/63-082/Aid(1). IL No. P/RM/2131165/S/DL/17. Loan No. 386-H-082. Quotation date February 10. The Ahmedabad Manufacturing & Calico Printing Co., Ltd., Calico Mills, Chemicals & Plastics Division, Anik-Chembur, Bombay 71 (AS). SBC-11.

299 Products of Petroleum, Coal

GERMANY—Additives for fuel oil; importing distributor requests replies from U.S. manufacturer's only with price quotations cif German or Dutch ports. Direct purchase. L. Tillmann, 12 Friedhofstrasse, 56 Wuppertal-Barmen. WTD 12/4/63.

301 Tires, Tubes

PAKISTAN—Tires, tubes for tractors, automobiles; repair materials, except camelback. Direct purchase and agency. The Bouyner Corp. (manufacturers' agent, commission merchants), 12 Dinga Singh Building, The Mall, P.O. Box 486, Lahore. WTD 12/16/63.

UGANDA—American made automobile tires, tubes. Kewerimidde Trading Stores, P.O. Box 4635, Kampala. WTD 12/20/63.

306 Fabricated Rubber Products

GERMANY—Rubber. Direct purchase and agency. Lederwarenfabrik Karl Uhl (manufacturer, importer), P.O. Box 22, 7460 Balingen.

● **IRAN**—Conveyor belts, 1,000 meters, various widths, thicknesses; Tender unnumbered; bid deadline February 16. General Dept. of Grains & Bread, Ministry of Finance, Nasser-Khosrow Avenue, Tehran.★ (Telephone: 202-WO 7-3381).

IVORY COAST—Industrial belting, flat and trapezoid, rubber and other materials. Requests replies in French. Société Abidjan Industrie (manufacturer), B.P. 343, Abidjan. WTD 5/28/63.

307 Plastics Products

See also SPECIAL TRADE LEADS on page 25.

GERMANY—Plastic, plastic-coated industrial gloves. Direct purchase and agency. Lederwarenfabrik Karl Uhl (manufacturer, importer), P.O. Box 22, 7460 Balingen.

SWEDEN—Christmas tree balls of plastics. Harald Swedberg AB, (wholesaler, sales agent), Döbelnsgatan 16 A, Stockholm Va. WTD 9/18/61.

322 Glass, Glassware

GUATEMALA—Vases, trays, plates, fruit containers. Direct purchase and agency. Distribuciones "Capri," 6a. Ave., 11-21, Zona 1, Guatemala City. WTD 11/15/63.

326 Pottery

MALAYSIA—Crockery. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd., Penang. WTD 12/23/63.

327 Concrete, Gypsum, Plaster Products

IRELAND—Building industry products: raw materials, genuinely unique products for the building trade and its auxiliaries, including chemicals, plastics. Ulbrika Ltd. (manufacturer, distributor), 1 Cian Park, Drumcondra, Dublin 9. WTD 12/10/62.

MALAYSIA—Building materials. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd., Penang. WTD 12/23/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PAKISTAN—Natural refined graphite. Direct purchase and agency. O.K. National Industries (Pak), (manufacturers), 59 Brandreth Rd., Lahore. WTD 12/16/63.

Emery abrasives; for use in surgical instrument factory. Everest Trading Co. (manufacturer), Mohammadpura, Sialkot City. WTD 12/11/63.

331 Steel Mill Products

■ **INDIA**—Hot rolled bearing quality spheroidized, annealed and machined straightened alloy steel bars, standard AISI tolerance to ASTM-61T electric furnace grade E52100; various finished machine sizes, total 68,500 lb. AISI E52100 electric furnace ball quality hot rolled spheroidized, annealed and machine straightened alloy steel bars to Universal Ball Co. specification 64-101, dated January 9, 1962, in R/L of 10/12 FT., size .4375 dia., 14,000 lb.; ASTM A295-61T electric furnace grade E52100 bearing quality spheroidized, annealed and cold drawn alloy steel bars, standard AISI tolerance in R/L of 12/15 FT, to various finished machine sizes, total 37,500 lb.; AISI E52100 electric furnace ball and roller quality spheroidized annealed, cold drawn alloy steel bars, to Universal Ball Co. specification 64-101 Rev. B., dated January 9, 1962, in coils, various size dia., total approx. 134,700 lb. Prices quoted cif Bombay. Ref. No. DC/217/BDL/195. IL No. P/RM/001242/R/DL/18/S/D/17/45/1056 and P/RM/001243/R/DL/18/S/D/17/45/1056. U.S. source. Quotation date February 9. Precision Bearings India Ltd., Wavell House, 15 Graham Rd., Ballard Estate, Bombay 1, Cable: PREBEARING, Bombay. SBC-11.★

■ Seamless coupling stock in random lengths of 8 ft. and over, up to 25 ft. Nominal size 4", O.D. 5.1875-1/32, plus nil, I.D. 4.200-nil, plus 1/32, quantity, 1,000 ft. Material required for the manufacture of vertical pumps. Quotations submitted on cif Calcutta basis. Ref. No. 65(290)/62-Aid.I. Import license No. A-586686/61/AU-DW/CCI/HQ/RM/L.II(E). Loan No. 217(386-A-055). U.S. source. Quotation date February 10. M/s. Garden Reach Workshops Ltd., 43/46, Garden Reach Rd., Calcutta 24, Cable: JAYPUMPS, Calcutta. Copy of quotation should be sent to: Johnson Pumps India Ltd., 2 Fairlei Place, Calcutta 1, India. SBC-11.

ISRAEL—Cast tungsten plates, 150x241x20 mm., 85% tungsten, 15% molybdenum; 150x241x20 mm., 100% tungsten; 160x111x35 mm., 100% molybdenum. Requests prompt offers including prices, delivery terms. Adler & Stern (importer, agent), 1 Sarah St., P.O. Box 1539, Haifa. WTD 3/12/62.

ITALY—Hot rolled carbon steel sheets, first, second grades, thickness 3 mm. and over; carbon steel blooms, first, second grades, thickness 150 mm. and over; hot rolled carbon steel in coils, first, second, third grades; thickness 15 mm. and over, length: 1 to 2 meters. Lercari, Ilario Materiali Siderurgici, (wholesaler), Via Francia 52r., Genova, Sampierdarena.

MOROCCO—Flat pointed nails, all sizes. Requests replies in French, quotations cif Casablanca. Steel cables, all dia., all lengths. Requests replies in French, quotations cif Casablanca. Auxima (ship chandler), 26, rue de Vouziers, angle rue St-Quentin Casablanca.

PAKISTAN—Pig iron; m.s. sheets, cold rolled, steel all grades. Direct purchase and agency. O.K. National Industries (Pak), (manufacturers), 59 Brandreth Rd., Lahore. WTD 12/16/63.

Stainless steel plates, except floor types. Rashid Turner (Registered) (manufacturers), Raja Bazar, Sialkot City. WTD 12/3/63.

Pig iron; sheets, cold rolled steel all grades. Direct purchase and agency. Relycom (Pakistan), (manufacturer's agent and importing distributor), 6/25 Patiala Grounds, McLeod Rd., Lahore. WTD 12/10/63.

Stainless steel sheets, bars. Everest Trading Co., (manufacturer of scissors, surgical instruments, cutlery), Mohammadpura, Sialkot City. WTD 12/11/63.

● 25,000 tons metallurgical hard coke. Tender no. PR-I/63/I, bid deadline January 27. Tender documents, schedules, conditions may be obtained up to January 25 from the Office of the Secretary, Railway Board, Government of West Pakistan P. W. Railway Headquarters, Rm. 7, First Fl.), Empress Rd., Lahore, on payment of $2.10 per set.

■ **TURKEY**—Electrolytic tinplate waste waste, assorted to one size 20x28" and larger, maximum three sizes, base weight 70/107 lb. in completely metal wrapped containers for export, approx. $6,000. Import license No. 002557.

■ Best grade of electrolytic tinplate culls, bright commercial temper, equal to electrolytic tinplate waste waste, unassorted, 107 lb. and lighter, 18x24 and larger, 0.25 coating, or better, in original unopened mill packing. 70-80% of material must be assorted to size and gauge, even though the goods are sold as unassorted. Electrolytic tinplate waste waste, bright commercial temper, 0.25 coating or better, assorted to size and gauge. 107 lbs. and lighter, 18x24" and larger, in original unopened mill packing, also same quality in warehouse packing. Approx $10,000 cif. IL No. 2553. Aziz Gureli ve Eliya Sevi Koll. Sti., Yesildirek, Mollatas Han 10, Istanbul.

Both above for loan No. 277-H-043. U.S. source. Quotation date January 28. Subject to GSA Defense Materials Services procedure. SBC-64-6.

■ Electrolytic tinplate cobbles, 0.25 coating, bright finish, 18x24 and larger, 107 lb. and lighter, unassorted in original mill packing. Required per m.t., c&f or cif Istanbul, approx. $5,500. IL No. 002558. Bahar Koll. Sti. Yake Baher ve eglu Binayamin Baher Nalburlar Caddesi No. 357/1.

■ Best grade electrolytic tinplate culls, bright commercial temper, equal to electrolytic tinplate waste waste, unassorted, 107 lb. and lighter, 18x24" and larger, 0.25 coating or better, in original unopened mill packing. 70-80% of material assorted to size and gauge even though goods are sold as unassorted. Electrolytic tinplate waste waste, bright commercial temper, 0.25 coating or better, assorted to size and gauge, 107 lb. and lighter, 18x24 and larger, in original unopened mill packing. Also same in warehouse packing, approx. $10 000 cif. IL No. 2554. Eliya Sevi, Yesildirek, Mollatas Han No. 10, Istanbul.

All above for Loan No. 277-H-043. Quotation date January 28. U.S. source. Subject to GSA Defense Materials procedure. SBC-64-6.

■ Electrolytic tinplate waste waste assorted to size and gauge, bright material, soft tempers only, base weight 80/107 lb., size 20x28" and larger, in metal covered export skids, about 2/.3000 lb. each; cif, approx. $7,000. Import license No. 002564. Quotation date January 28. Sevki Karayel Ruste, pasa sobacilar sokak No. 9, Istanbul.

■ Unassorted electrolytic tinplate waste waste, 0.25 lb. coating or better, soft temper all bright material, in size of 18x24 and larger in base weight of 100-112 lb., approx. $5,200. IL No. 002565. Quotation date February 7. Turhan Cemal Ugurlu Kollektif Sirketi, Turhan Cemal Ugurlu ve Annesi Atike, Ugurlu, Hukumet Caddesi Ceyhan.

■ 0.25 tinplate waste waste electrolytic B. W. 100-107 lb., same, coke, approx. $6.000 fob. Sardalar Kollektif Sirketi, P.O.B. 254, Izmir. Cable: SARDALAR, Izmir. IL No. 104969. Quotation date February 8.

■ Stainless steel sheets, Type 430, any dimensions, thickness 1.80, 2.00, 2.29 mm. 10 tons. IL No. 002555. Quotation date January 28. Jumbo Madeni Esya Sanayii ve Ticaret Ltd., Sirketi, Numune Bagi Yolu No. 32, Sagmalcilar, Istanbul.

All above for loan No. 277-H-043. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-64-6.

■ Electrolytic tinplate culls, 18x24 and larger, 135 and lighter, unassorted in original mill packing, approx. $5,100. IL No. 002613. Bid quotation date February 7. Turhan Cemal Ugurlu Kollektif Sirketi Turhan Cemal Ugurlu ve Annesi Atike Ugurlu Hukumet Caddesi Ceyhan. Subject to GSA Defense Materials Services procedure. SBC-64-6.

YUGOSLAVIA—Sheet bars, carbon steel (tool steel). Nikola Tesla Telecommunications Equipment Factory (manufacturer), Krapinska Ulica 45, Zagreb. WTD 12/6/63.

333 Primary Smelting, Refining of Nonferrous Metals

PAKISTAN—Zinc, aluminum, copper, brass. Rashid Turner (Registered) (manufacturers), Raja Bazar, Sialkot City. WTD 12/3/63.

TURKEY—99.50% min. purity aluminum ingot, 1-30, approx. $7,000 cif. IL No. 002605. Quotation date January 28. Kolmaz Ticaret Evi-Hrant Canbeden Fermeneciler cad. No. 100, Galata. SBC-64-6.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Compression type splicing sleeves (170,000), hand compression tools (1,000), for use with copper weld wire 8 AWG 242 lb. per mile. Tender No. P/SE-3-12066-P/II, bid deadline February 7. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at $2.10 ea. from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **PAKISTAN**—Supply of BPO spares and accessories including cords of various sizes, quantities for telephone switch boards. Tender no. Pur. 7-9/63/520; bid deadline January 28. Pakistan Telegraph & Telegraph Dept., Office of the Telegraph & Telephone Directorate General, Karachi.★ (Telephone: 202-WO 7-2162).

● **TUNISIA**—Copper cable bare, (6 tons), copper wire bare, (25 tons); bid deadline January 25. Societe Tunisienne de l'Electricite et du Gaz, 38 Rue de Besancon, Tunis. Copies of tender documents, specifications available in French only.★ (Telephone: 202-WO 7-2162).

● Aluminum ACSR, 2 items totalling 1068 kilometers. No tender number, bid deadline February 20. Societe Tunisienne de l'Electricite et du Gaz, 38 Rue de Besancon, Tunis.★ (Telephone: 202-WO 7-2181).

■ **TURKEY**—Aluminum paper in reels, about 7,000 lb., 110 mm. width, gold shiny or matte, 0.0035 gauge, flue mounted to 40 no. Quality to permit the printing of labels in two colors. Import license No. 618/104128. Quotation date January 28. Abajoli Matbaacilik ve Ticaret K.S. Maryus Abajoli ve Ogullari, Sehit Fethi Bey Cadd. No. 4/1, Izmir. SBC-64-6.

YUGOSLAVIA—Various type of insulated wire for use in telephone exchanges. Nikola Tesla Telecommunications Equipment Factory (manufacturer), Krapinska Ulica 45, Zagreb. WTD 12/6/63.

336 Nonferrous Foundries

SPAIN—Nonferrous metals; importer, wholesaler; requests replies in Spanish. Adolfo Unzueta Ochoa, Heraclio Fournier 17, Vitoria.

342 Cutlery, Hand Tools, General Hardware

See also SPECIAL TRADE LEADS on page 25.

CONGO—Padlocks; door locks. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO, (importer, exporter), B.P. 7911, Leopoldville. WTD 12/20/63.

● **EL SALVADOR**—Steel shovels, picks, 1,000 each. Tender No. 224 (63), bid deadline February 7. Proveedor General De La Republica, San Salvador. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

MOROCCO—Naval hardware; saw blades; all types, all sizes. Requests replies in French, quotations cif Casablanca. Auxima (ship chandler), 26, rue de Vouziers, angle rue St-Quentin, Casablanca.

NETHERLANDS—All kinds of furniture fixtures, furnishings. Direct purchase and agency. H. Vos N.V., (importer, exporter, wholesaler, manufacturer), 18-20 G. v.d. Lindestraat, Rotterdam.

PAKISTAN—Steel files; precision, U.S. pattern, metalworking. Rashid Turner (Registered) (manufacturers), Raja Bazar, Sialkot City. WTD 12/3/63.

SWEDEN—Kitchen aids, household hardware novelties. R. Olander & Co. AB, (importer, wholesaler), Drottninggatan 5, Norrköping.

Kitchenware, household aids, novelties. Stockholms Järnvaru AB, (importer, wholesaler), Hudiksvallsgatan 8, Stockholm Va.

Hand tools, tool kits. Holmsjö Industri AB, (manufacturer, wholesaler), Mellösa.

Hand tools, power-driven; fixing devices, for building, construction. Svenska Rawplug Co. AB, (importer, wholesaler), Kungsholmsgatan 15, Stockholm K.

343 Heating Apparatus, Plumbing Fixtures

CONGO—Kerosene stoves. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO (importer, exporter), B.P. 7911 Leopoldville. WTD 12/20/63.

■ **LEBANON**—Buckingham recess bath, 5½ ft., with built-in shower and fittings, 24 each, left outlet; same but right outlet, 8 each; Heritage shower with compression valves, 32; 20x18" vitreous china lavatory, 66 each; Modernus vitreous china closet combinations, 66 each; Heritage trim recess curtain rod 5½ ft. long, 64 each; flat rim 32x20" acid resisting cast iron counter top sinks, 32 each; Argo 22x18" cast iron acid resisting enamelled inside service sinks, 17 each. Various specification and catalog numbers of American Radiator & Standard Sanitary Corp., or equal. U.S. source. Bid deadline January 31. American University of Beirut, Office of the Trustees, Attn: Mr. Herbert K. Ruetzel, Assistant Manager, Purchasing & Shipping, 548 Fifth Ave., New York, N.Y. SBC-64-5.

SOUTH AFRICA—Swimming pool water filter cartridges, variable density, filtering down to 25 microns. Full range of sizes. Not affected by chlorine or other routine water treatment chemicals. Direct purchase and agency. I.E.S. Engineering Co. (Pty) Ltd., (importer, manumacturers' rep.), 92 Anderson St., Johannesburg. WTD 12/16/63.

344 Fabricated Structural Metal Products

See also SPECIAL TRADE LEADS on page 25.

■ **TURKEY**—Steel profiles for inter dozer

and scraper blades to SAE 9254, hardness 450-500, tensile strength 160, elongation min. 10%, various sizes, 20 items, 99,500 kgs. Quotation date February 7. Makina ve Kimya Endustrisi Tandogan Meydani, Ankara. SBC-64-6.

345 Screw Machine Products

■ **TURKEY**—8 x ½" type "A" pan head cross recessed head self tapping sheet metal screws, stainless steel, 43,000; same but washer head, steel zinc plated, hardened, 470,000; 6 x ⅜" hexagon washer head tapping screw, "B-F", steel cadmium plated, hardened, 245,000; 8 x ⅝" type "A" countersunk flat head, cross recessed head, selftapping, sheet metal screws, 245,000, same but pyramide pointed with flat washers, 1,010,000; 6 x ¾" countersunk flat head (F) with ⅜" dia., flanged cross recessed, 200,000; 14 x ¾" type "Z" hexagon head self tapping sheet metal screws, 39,000; 10 x 3" type "A" pan head slotted screws, 64,000; 10 x 32 x ½" countersunk flat head (F) screws, steel zinc plated, 95,000; same, except ¾" screw (bolts), cadmium plated, 147,000; 10-32 x ½" hexagon washer head tapping screw bolts, 43,000; same, 12-28 x ⅝" 10 hexagon head machine screws, zinc plates, 51,000; ¼"-20 x 2¼" truss head slotted machine screws, 103,000; 4 x 3/16" type "U" hardened metallic hammer drive screw roundhead, 21,000. Import license No. 857. Quotation date February 7. Arcelik A. S. Sutluce, Karagac cad. No. 2-4, Halicioglu, Istanbul. Cable: ARCELIK ISTANBUL. SBC-64-6.

348 Fabricated Wire Products

PAKISTAN—Spring steel wire; direct purchase and agency. O.K. National Industries (Pak), (manufacturers), 59 Brandreth Rd., Lahore. WTD 12/16/63.

351 Engines, Turbines

See also SPECIAL TRADE LEADS on page 25.

■ **INDIA**—Steam turbines, 600 H.P. rated at 5000 rpm for initial steam conditions of 275 psig at 290°C, exhausting at 15 psig speed range 2:1 designed to run from full speed to half speed, complete with necessary accessories and spares to drive the sugar cane mills. High speed reducers to transmit 600 hp. continuous rating at 5000 rpm reducing speed from 5000 rpm to 1645 rpm, 3.04:1 ratio, with input and output couplings, accessories to be coupled to steam turbine of 600 hp. for driving sugar cane mills. Low speed reducers to transmit 600 hp. continuous rating at 1645 rpm reducing the speed to 120 rpm, 13.72:1 ratio, with output couplings, jaw clutch, motor reducer for reversing cane mills. Speed reducers may be standard units with other combinations to give final speed of 120 rpm. 5 Nos. of each item. Ref. No. 65(11 6)/62-Aid(1). Import license No. A. 593375/61/AU-DW/CCI/HQ/RM/L-II(E). Quotation date February 20. The K.C.P. Lts., 38, Mount Rd., Madras 6. Cable: KECEPE, Madras. SBC-11.

● **IRAQ**—Marine type deisel engines, four stroke, 400 rpm if directly reversible by air or 800 rpm if coupled to reducing gear, 250 bhp, one; 1,800 rpm, 175 bhp, two. Tender No. 3/64, bid deadline February 13. Director General, Iraqi Ports Administration, Margil.★ (Telephone: 202-WO 7-4242).

SWEDEN—Marine engines, equipment. Motor AB Nils Gustavson, (manufacturer. wholesaler), Tullvaktsvägen 23, Stockholm O.

352 Farm Machinery

MALAYSIA—Agricultural machinery. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd. Penang. WTD 12/23/63.

■ **NIGERIA**—Tractors, garden, 3½ h.p Clinton gasoline engine, cast iron block, chain drive sealed in oil, pull recoil starter, detachable rear wheels, finger tip control clutch and throttle, "Merry Tiller" Professional Model No. 910, or equal. Available from John R. Roby & Co., Inc., 9045 16th Ave., SW., Seattle, Washington, or equal, 25 nos. Accessories for tractors, 10 items, 250 Nos., 12 engines. PIO/C No. 620-N-11-AJ-9-20161. Limited world wide (901). Bid deadline January 27. Reference No. EM1/Various 3765. Firms wishing to quote are instructed to send their offers, including cost of delivery c&f Apapa to: Mr. D. Simpson, EM1/Various 3765, The Crown Agents, 4 Millbank, London, S.W. 1, England. SBC-64-5.

Incubators, oil heated. Otitoloju Farmers Industrial Co., (wholesaler), P.O. Box 19, Ikole Ekiti, Western Nigeria. WTD 12/18/63.

353 Construction Machinery

■ **INDIA**—Pneumatically operated diamond core drilling machines, 5; air track drill frames for mounting pneumatically operated drills, 20 each, core barrels 5' x 10' long, AX,BX,NX, type, couplings and casings; T.C. bit rods, same type, diamond bits; drill steels for jack hammers; drilling machines, 2 each. Ref. No. D/ENQ/859. Tender No. SE-5/3155-P/V-63. Loan No. 386-H-082. U.S. source. Bid deadline January 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-64-4.

■ 4 cu. yd. agitating cars, 2 cu. yd. concrete buckets, 4 each; cement grout machines, 8" x 3½" x 7" size, 5 each; same, size 7" x 2½" x 7" size, 3 each; uniting machines 2 each, tamping compactors, 3 each. Tender No. S/Project/3155-P/I/Concreting, tender fee, $2.10 each. Ref. No. D/ENQ/856. Loan No. 386-H-082. U.S. source. Bid deadline January 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-64-4.

■ 100/20 ton jetty crane with spare parts, accessories. Tender No. S/213/AID Tender fee $2.50 each, not refundable. Loan No. 386-A-046 (DLF loan No. 197). U.S. source. Bid deadline January 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for Chief Engineer, Hydro Electric Construction, Bangalore. SBC-64-4.

■ 20 ton derrick crane. Ref. No. D/ENQ/864. Tender No. SR-6/237-P-II. Tender fee, not refundable, $2.10 each. Loan No. 386-H-061 (AID loan No. 34). U.S. source. Bid deadline January 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained by requesting the appropriate tender number from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-64-4.

● 2 motor scrapers, diesel powered, 14-20 cu. yd. capacity. Tender specification No. C 86/KGM 4/63. Tender fee $4.41 each (not refundable); bid deadline February 28. Tenders invited by and available from the Chief Engineer (civil), Electricity Dept., 5. 9. 259, King Kothi Rd., Hyderabad 1.★ (Telephone: 202-WO 7-4318).

● Supply of 71 powered tie tampers for tamping ballast on railway track, global tender No. GP-34(Dev)/1963 issued by B. R. Kinra, Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi 1, India. Bid deadline February 18. Tender documents available for $1 per set from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., or may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

SOUTH AFRICA—Electronic elevators for automobile garage parking. Direct purchase and agency. C. P. Catacousinos, (importing distributor), P.O. Box 4420, Cape Town.

SWEDEN—Construction machinery, mechanical aids, all kinds. Direct purchase and agency. Bergman Borr AB, (sales agent), Svetsarvägen 8, Solna. WTD 8/21/62.

354 Metalworking Machinery

FRANCE—Can-making machinery, medium-speed, automatic, semi-automatic, designed for manufacture of tin cans, standard types and sizes, for food and related industries. Interested in direct purchase of second-hand or reconditioned machines; wishes to offer its services as a selling agent for southwest France to manufacturers of can-making machines of all types. Georges Mermod (Machinoc), (manufacturer, retailer), 26 Rue de la Rouquette, Port-Sainte-Foy, Dordogne. WTD 12/26/63.

All kinds of machine tools, control and measuring equipment, drilling rigs, polishing mills, industrial pumps, joints, springs. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

GUATEMALA—Electric hand drills, grinders; repair parts, attachments for power-driven hand tools. Direct purchase and agency. Distribuciones "Capri" (importer, manufacturers' representative, retailer), 6a. Ave. 11-21, Zona 1, Guatemala City. WTD 11/15/63.

PAKISTAN—Machine tools, hardware (tools, box, metalworking). Direct purchase and agency. Relycom (Pakistan), (manufacturer's agent, importing distributor), 6/25 Patiala Grounds, McLeod Rd., Lahore. WTD 12/10/63.

Automotive frame and body straightening equipment; tow bars. Direct purchase and agency. The Bouyner Corp. (manufacturers' agent, commission merchants), 12 Dinga Singh Building, The Mall, P.O. Box 486, Lahore. WTD 12/16/63.

Pipe manufacturing plant: automatic pipe rolling plant; automatic shearing machine; automatic welding plant. Direct purchase and agency. Khokhar & Co. Ltd. (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

SPAIN—Machinery for manufacture of tinsel rope for coiled telephone cords. Manufacturer. Standard Electrica, S.A., Maliaño, Santander.

SYRIA—Portable electric drills of 110 volts, 50 cycles. Direct purchase and agency. Cogelin Comptoir General d'Electricite Industrielle (Garabed Nalbandian), P.O. Box 1160, Bustan Gul-Ab, Aleppo.

UAR—Universal measuring stand, consisting of a surface plate, two columns, measuring arm with a contact anvil. Specifications are available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Dept. of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4675). El Nasr Automotive Manufacturing Co., S.A.A., Wadi Hof, Helwan.

YUGOSLAVIA—Metalworking high speed automatic mechanical presses for making components of cross bar switches, coordination switches. Nikola Tesla Telecommunication Equipment Factory (manufacturer), Krapinska Ulica 45, Zagreb. WTD 12/6/63.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 25.

ARGENTINA—Equipment for production, cutting of polyurethane foam separators needed by supplier of fresh fruit packers. Enrique Lerner, S.A., Casilla de Correo 36, General Roca, Province of Rio Negro. WTD 12/31/63.

AUSTRALIA—Machines for candying and coloring pop-corn. Queensland Buyers and Packers, 266 Stanley St., South Brisbane, Queensland. WTD 12/5/63.

GERMANY—Packaging machinery for the food and bottling industries; importing distributor requests replies from U.S. manufacturers only with price quotations cif Dutch or German ports. H. Erben GmbH., (distributor, importer), 111 Schorlemerstrasse, 4 Düsseldorf-Oberkassel. WTD 12/4/63.

Special machinery, equipment for manufacture of hardboard; to supplement present lines. Importing distributor requests replies from U.S. manufacturers only with quotations cif Dutch or German ports. Brochure listing, describing woodworking machines currently handled is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4675). Industrie-Companie Kleinewefers Konstruktions- und Handelsgesellschaft mbH. Postfach 468, 415 Krefeld. WTD 4/25/60.

HONDURAS—Automatic machine to make toothbrushes with plastic handles, natural or synthetic bristles; automatic machine for making plastic toothbrush containers. Requests replies in Spanish. Dental Nacional (DENAC) (manufacturer), 4a. Ave. No. 525, Tegucigalpa, D.C.

■ **INDIA**—Face milling cutter grinding machine with high speed spindle, accessories such as spiral cutter grinding attachment, spares. Max. dia. of face cutters which can ground 30", speed of wheel spindle 4500 rpm, guards and sample grinding wheels, electrical equipment suitable for 400/440 v., 3 phase, 50 cycles. Ref. No. 4(208)/62-AID-II. IL No. 978565/DLF-157/62/HQ/CGI. Quotation date February 7. M/s. Jyoti Ltd., Baroda 3. Cable: JYOTIPUMPS, Baroda. Loan No. DLF 157 (386-A-032). U.S. source. SBC-11.

■ High speed grinder and milling machine, suitable for end facing of build-up section, columns, slabs, mainly structural work, capacity 4" dia., with removable tools, mounted directly on main driving motor, 440 v., 3 phase, 50 cycles, A.C. supply, complete with control gear; cif Calcutta value of goods. Ref. No. 11(8)/63-AID-II. IL No. P/CG/3040272/R/DL/18/C/H/18/CG.IV. Quotation date February 13. M/s. Kumardhubi Engineering Works, Ltd., Chartered Bank Bldg., Calcutta 1. Cable: ENGBIRD, Calcutta.

■ Structural mill with 84" vertical travel. 120" horizontal travel, without cutters, 40/20 h.p. two speed main spindle motor. 3/1½ h.p. two speed vertical and horizontal travel motors with pneumatic counter balance for operation on 440 v., 3 phase, 60 cycles; 4½" dia. 6 blade carbide heads, 3 Nos.; cutter inserts, 200 Nos.; wedge assemblies, 50 Nos.; cam pin assemblies, 25 Nos.; vertical screw covers, 2 Nos. Ref. No. 4(203)/62-AID-II. IL No. P/CG/203/40122/R/DL/18/CG.IV. Quotation date February 13. M/s. Richardson & Cruddas Ltd., Byculla, Bombay 8.

Both above for Loan No. DLF 157 (386-A-032). U.S. source. SBC-11.

■ Structural shapes milling machine, vertical travel 60", horizontal 10 ft. Quote extra for horizontal travel of 12 and 16 ft. Vertical and horizontal movement to be motorized, all electricals suitable for 400/440 v., 50 cycles, A.C. and fully tropicalized. Quote extra for suitable inserted blade type cutter, additional throw-away inserts. Machine to be amply powered, main spindle motor preferably about 40 h.p. for heavy duty work, centralized lubricating system. Ref. No. 11(7)/63-AID-II. Import license No. P/CG/2040269/R/DL/18/C/H/17/CG.IV. Structural Engineering Works Ltd., Maneckji Wadia Bldg., 127 Mahatma Gandhi Rd., Fort, Bombay 1. Quotation date February 16.

■ Centreless grinding machine, suitable for max. wheel width of 8", complete with equipment for parallel as well as plunge grinding and regulating wheels, balancing stand and arbor, electrical equipment suitable for 440 v., 3 phase, 50 cycles, A.C. supply. Ref. No. 11(2)/63-AID.II. IL No. 977913/DLF.157/62/HQ/CG. Quotation date February 20. The Acme Mfg. Co., Ltd., Wadala, Bombay 31. Cable: ACMERAY, Dadar, Bombay.

Both above for Loan No. DLF 157 (386-A-032). U.S. source. SBC-11.

■ Automatic fish hooks making machine from steel wire of BWG range from 21 to 14. Finished hooks of either flattened or looped shaft, with capacity of 5000 hooks per hr. minimum. Complete with motor wiring, switch ready for operation, wire feeding devices furnished as part of machine, 1 set; dies, tooling for 16 different sizes of fish hooks, 2 sets. Offers to include spare parts, accessories for two years normal operating conditions. Machines to be motor driven, complete with adequate controls. for 220/440 v., 50 cycles, 3 phase. Insulated for service in tropical, humid climate. Offers quoted c&f India in two copies, accompanied by drawings, other detailed specification. Ref. No. 20(50)/63-AID.II. Import license No. 978025/DLF.157/62/HQ/CG. Quotation date February 10. Messrs. Janta Steel & Metal Cooperative Industrial Society, Ballimaran, Delhi. Cable: LIFELONG. Loan No. DLF 157 (386-A-032). U.S. source. SBC-11.

JAPAN—Fully automatic yarn ball forming, labeling machines for 10, 20, 50, 100 gram yarn balls; fully automatic machines for yarn winding and wrapping with cellophane on a paper spool for 50. 60, 80 yd. spools. Daiei Kigyo Kaisha, Ltd. (general importer, exporter), Central P.O. Box 295, 2-1 Togiyacho, Naka-ku, Nagoya. WTD 8/24/62.

JORDAN—Purchase of machinery producing artificial sponge rubber of varying shapes, qualities. Technical help in the establishment and operation of such a factory. Equipment for and help set up artificial sponge factory. Mr. A. R. Abdin, Abdin Grocery, King Hussein Street, Amman.

MOROCCO—Turn-key plant for dehydrating vegetables, particularly onions and tomatoes; requests replies in French from manufacturers only. Societe d'Etudes de Representations et de Participations Commerciales, (manufactuerer), 14, Rue Henri-Gaillard, Rabat. WTD 8/26/63.

NEPAL—Bakery machinery—complete plant, to produce 1 ton per 8-hr. day; catalogues and quotations cif Calcutta desired. Yagya Jyoti & Sons, Wotoo Phasikeba, Kathmandu. WTD 12/3/63.

PAKISTAN—Crucibles, foundry, metal. Direct purchase and agency. O.K. National Industries (Pak), (manufacturers), 59 Brandreth Rd., Lahore. WTD 12/16/63.

PHILIPPINES—Printing, graphic arts machinery, equipment, supplies. Mr. Francis R. Maher, Jr., American Wrought Iron & Metal Craft (manufacturer, exporter, wholesaler, retailer), 36 Sampaloc Ave., Quezon City; P.O. Box 435, Manila. WTD 3/22/63.

THAILAND—Machinery for cooling, drying. extruding all kinds of soaps up to 84% total fatty acid; capacity 250 to 10,000 kg. per hour. Nguan Huat Industry Co., Ltd., (importer, manufacturer), 345 Chula 4th Rd., Pratumwan, Bangkok.

● **TUNISIA**—Snuff packing, wrapping machines, five each. Bid deadline February 15. Service des Monopoles, Route de Zaghouan, Tunis. Specifications in French.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Used or new automatic cutting, lining machinery; used or new machinery to bind sheets, covers of spiral notebooks. Dimex, C.A. (wholesaler, retailer, manufacturer), Av. 4, No. 97-63, Maracaibo. WTD 12/27/63.

YUGOSLAVIA—Metal coating, degreasing, washing equipment for nickel, silver, chromium plating, galvanizing, washing, degreasing small components and framework. Nikola Tesla Telecommunications Equipment Factory (manufacturer), Krapinska Ulica 45, Zagreb. WTD 12/6/63.

356 General Industrial Machinery

■ **CHINA**—Federal-Mogul engine bearings, consisting of main bearing sets, connecting rod bearings; cam shaft bearing sets, various numbers, sizes, 114 items; 206-B engine bearings, connecting rod bearings, 20 items; Champion spark plugs, sealed beam Tung-sol, flashers, Clark main bearings, connecting rod bearings, 27 items. S/A No. BOC-00206. PA No. 484-000-253-3214. U.S. source. Quotation date January 29. Crown Auto Supply Co., Ltd., 44, Kaifeng St., Section 1, Taipei. SBC-9.★

IVORY COAST—Submersible turbine pumps with submersible motors for drilling wells of 4 to 8 inches diameter. Requests replies in French. Société Abidjan Industrie (manufacturer), B.P. 343, Abidjan. WTD 5/28/63.

NORWAY—Hydraulic pumps, motors, control valves, fittings, steel wire braided hose; all for approx. 2,000 psi. Requests replies from manufacturers only. Direct purchase and agency. Anderson & Odegaard (wholesaler, manufacturers' agent), 17 Fyrstikkallen, Oslo. WTD 9/9/63.

357 Office, Computing, Accounting Machines

● **ARGENTINA**—Digital electronic computer, accessories for physico-mathematical sciences. Tender No. 1, bid deadline 10 a.m., February 4. Ingeniero Roberto A. Cubillo, Facultad de Ciencias Fisicomatematics, Calle 1 esq. 47, La Plata, Province of Buenos Aires. Correspondence preferred in Spanish. Terms and specifications in Spanish.★ (Telephone: 202-WO 7-4379).

● **EL SALVADOR**—Stapling machines, 1000, for use in offices, standard size. Tender No. 223(63), bid deadline February 7. Proveeduria General de la Republica, Ave. Espana 613, San Salvador. Terms and specifications in Spanish.★ (Telephone: 202-WO 7-3518).

● Staples, office, 5,000 boxes. Tender No.

215(63), bid deadline February 3. Proveeduria General de La Republica, San Salvador. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

LIBYA—Office machines: adding, duplicating, addressing, dictating. Units for 220-volt operation preferred. Requests catalogs; quotations cif Benghazi. Nicola Cricorian (importer, distributor), P.O. Box 176, Benghazi, WTD 12/16/63.

358 Service Industry Machines

ECUADOR—Laundry equipment parts, attachments, commercial, complete installation, to service approx. 500 persons. To include equipment for washing, drying, ironing (flat bed press) all uniforms, bed linens, clothing. To fit space 24′ x 23′ x 11′ height. 110 or 220 volt current available; water as needed. Requests illustrated brochures, cif Guayaquil. Prefers replies in Spanish. Col. E. M. Jorge Guillermo Salvador C., Director, Colegio Militar Eloy Alfaro, Quito. Send information, copies of brochures, offers to Lt. Col. Samuel F. Foster, U.S. Army Mission, c/o American Embassy, Quito.

FRANCE—Automatic washing machines: laundry, dry cleaning, coin-operated domestic washing machines. Société de Réalisations Industrielles et Commerciales, (importer), 42 Ave. Maréchal Foch, Nice, Alpes Maritimes. WTD 12/10/63.

GERMANY—Machinery, equipment for use in laundries, dry cleaning establishments, including commercial laundry drying tumblers, equipment parts, attachments, extractors, laundry identifying equipment. Important distributor requests replies from U.S. manufacturers only with quotations cif Dutch or German ports. Gesellschaft fur Textilreinigungsbedarf, 7 Konigsbergerstrasse, 4 Dusseldorf. WTD 12/9/63.

IVORY COAST—Parts for local assembly of air conditioners, 1 to 2 kilowatts, 220 volts, 50 cycles. Requests replies in French. Société Abidjan Industrie (manufacturer), B.P. 343, Abidjan. WTD 5/28/63.

NORWAY—Coin-operated dry cleaning machines. Aage Thoen & Co. (importing distributor), 8 Stenersgaten, Oslo. WTD 12/14/62.

SPAIN—Air conditioning sets for homes, bars, offices. Oriola S.A. (manufacturer, wholesaler), Torrente Vidalet 80, Barcelona 12. WTD 9/18/62.

THAILAND—2 complete (walk-in refrigerator) units of cold storage for about 500 carcasses of cattle each; 10 units of complete cold storage for about 100 carcasses of cattle each; temperature from 0 degree centigrade to plus 5 degree centigrade (32-41 degree fahrenheit); wall thickness about 15 cm. Livestock Trading Co-operation Ltd., 1 Soi Kluay Nam Tai, Prakanong, Bangkok.

361 Electric Transmission, Distribution Equipment

YUGOSLAVIA—Electric, electronic test, measuring, monitoring instruments, equipment. Nikola Tesla Telecommunications Equipment Factory (manufacturer), Krapinska Ulica 45, Zagreb. WTD 12/6/63.

362 Electrical Industrial Apparatus

GERMANY—Noiseless electro magnets for closing doors in elevators; wholesaler requests replies from U.S. manufacturers only with quotations fob U.S. ports. Hans-Joachim Harm, 62 Ahnfeldstrasse, 4 Dusseldorf. WTD 12/13/63.

■ **INDIA**—Standard single roller chain ¾″ pitch riveted type American Standard No. 60, 1500′, standard single roller chain 1″ pitch riveted type, American Standard No. 80, 500′, standard single roller chain 1¼″ pitch riveted type, American Standard No. 100, 750′, approx. $5,000; machinable, non-machinable welding electrodes for cast iron welding, 8 SWG and 10 SWG, suitable for mild steel welding, approx. $800; wire rope ⅜″ dia., ½″ dia. for concrete and hot mix/asphalt mixers, $700; flexible metal pipe with end coupling, for transmission of hot tar/bitumen or gases, ½″ dia., 2″ and 3″ dia. for value of $1600; internal circlips 40 mm, $400; die and tap sets for threading from ⅛ to 1″, approx. $200; fob, freight separately; insurance covered in India. Ref. No. 65(267)/63-AID(i). Import license No. A.587160/61-AID(I). Loan No. 386-A-055 (DLF-217). U.S. source. Quotation date February 13. Universal Engineering Corp., 34-D.L.F., Najafgarh Rd., New Delhi 15, Cable: MACHINIX, NEW DELHI. SBC-11.

IVORY COAST—Generators, 12 volt, d.c., ½ to 1 kilowatt; alternators, monophase, 50 cycles 1 to 2 watts, 220 volts; alternators, triphase 50 cycles, 2 to 10 kilowatts, 220 volts. Requests replies in French. Société Abidjan Industrie, (manufacturer), B.P. 343, Abidjan, WTD 5/28/63.

MOROCCO—Arc welding electrodes, 2½ to 4½ mm. diameter, all types. Requests replies in French, quotations cif Casablanca. Auxima (ship chandler), 26, rue de Vouziers, angle rue St-Quentin, Casablanca.

■ **NIGERIA**—Caterpillar, or equal, generating set, Type D343, 150 kw at 1500 rpm or 175 kw intermittent rating, 3 phase 400/440 v., 50 cycles, AC supply. Mounted on common basis with built-in fuel tank of 70 gallons capacity. Wall mounted instrument panel, electric starting equipment complete with batteries. Equipment not designed for auto mains failure but could be supplied and fit at a later date. All items to be packed for overseas shipment, affixed with AID emblem same size as manufacturer's labels. Quote fob Navlines, Int'l. Port Facilities, Attn: Charles Hulbert, Bldg. 202D, Clipper St., S. Port Newark, New Jersey. Quotation No. 5651. U.S. source. Contract between Michigan State University and University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. Bid deadline February 4. Detailed specifications may be obtained from and should be submitted to: The Purchasing Dept., Michigan State University, 210 Manly Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan, Attn: Richard P. Kasuba, Asst. Purchasing Agent, Nigeria Project. SBC-64-4.

■ **THAILAND**—Spool insulators, wet process porcelain, brown glazed, 250,000 each; insulators, suspension type, clevis and tongue, complete with clevis bolt and cotter pin, 10,000 each; insulators, pin type for 1⅜ inch pin lead thread, pins for insulators, 1⅜″, 22,000 sets each. Invitation No. PDC-MEA-174. Loan No. 19. World wide (899). Bid deadline February 4. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Single copies of complete invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. 20008. SBC-64-5.

363 Household Appliances

GERMANY—Electric heaters for commercial, industrial uses; portable, stationary; manufacturer of paper incinerators requests replies from U.S. manufacturers only with price quotations cif Hamburg or Rotterdam. Thüringia GmbH, Westdeutsche Papierverbrennungsapparate, 47 Breite Strasse, 4370 Marl. WTD 6/13/62.

GUATEMALA—Small household electrical appliances, excluding fans. Direct purchase and agency. Distribuciones "Capri" (importer, manufacturers' representative, retailer), 6a Ave. 11-21, Zona 1, Guatemala City. WTD 11/15/63.

IRAQ—Refrigerators, washing machines, evaporative air coolers. Direct purchase and agency. The Iraqi Scandinavian Trading & Contracting Co., W.L.L. (importer, wholesaler, retailer, contractor), Nidhal Street, P.O. Box 393, Baghdad. WTD 12/21/63.

JAPAN—Seeks wide variety of the latest electric household appliances such as electric can openers. Requests replies with literature, prices cif Japan. Imaeda Shoten, K.K., (import, export, wholesaler), 10, 7-chome Tenma-Cho, Naka-ku, Nagoya. WTD 12/6/63.

MALAYSIA—Domestic appliances. Hock Kien Remittance Office, (importer, exporter), No. 10 Maxwell Rd., Penang. WTD 12/23/63.

NETHERLANDS—Gearboxes for power wringers for domestic washing machines. Import Maatschappij N.V., (manufacturer, importer), Achterzeedijk, Barendrecht (Z-H).

PAKISTAN—Electrical appliances, elements, accessories. Direct purchase and agency. Relycom (Pakistan), (manufacturers agent, importing distributor), 6/25 Patiala Grounds, McLeod Rd., Lahore. WTD 12/10/63.

SOMALIA—Kerosene operated refrigerators, initial order of 40 units; prefers well known trade names; requests replies with quotations from U.S. manufacturers. Direct purchase and agency. S.A.I.E.M.A. (importer, manufacturer, agent), c/o Tomaso Briata, P.O. Box 32, Mogadiscio. WTD 12/10/63.

● **TUNISIA**—Supply of 1,000 three-burner gas stoves for domestic cooking. Bid deadline February 1. Terms and specifications in French. Societe Tunisienne de l'Electricite et du Gaz, 38, Rue de Besancon, Tunis.★ (Telephone: 202-WO 7-5346).

364 Electric Lighting, Wiring Equipment

CONGO—Kerosene, gasoline lamps, lanterns. Requests replies in French from manufacturers only. Direct purchase and agency. SOMICO, (importer, exporter), B.P. 7911, Leopoldville. WTD 12/20/63.

● **IRAQ**—Supply of 67,000 incandescent filament lamps, various wattages. Tender No. 9/64, bid deadline January 30. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5346).

366 Communication Equipment

● **AUSTRALIA**—Supply and delivery of telegraph repeaters with racks, instruction handbooks. Tender No. C9402, bid deadline, March 10. Supply and delivery of transmission testing equipment for automatic telex exchanges, Tender No. C9404, bid deadline March 12. The Controller, Stores & Contracts, Department of the Postmaster General, 114 Russell St., Melbourne.★ (Telephone: 202-WO 7-4823).

● **INDIA**—12 sets S.S.B. transmitter/re-

ceiver. Tender No. SE-4/72074-P/IV, bid deadline 10 a.m. (I.S.T.) February 14. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref: D/ENQ/873), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, upon payment of $2.10, not refundable.

SPAIN—Approx. 2,000 kilograms per month of tinsel rope for coiled telephone cords. Manufacturer. Standard Electrica, S.A., Maliaño, Santander.

367 Electronic Components, Accessories

BELGIUM—Teleprinters with tape-receiver, transmitter; subscribers, remote control units; transmitters, tape with remote speed, control and other telecommunications equipment with European specifications, 50 group-words per minute; requests replies from manufacturers only. Bureau Technique Jean E. Wintjens (importer, agent), 7-9 rue Neuve, Eupen. WTD 1/63.

ENGLAND—Electrical components such as contactors, relays, selector switches, isolators, overload units. Electronic Control and Installation Co. Ltd., (manufacturer), 341a, Soho Rd., Handsworth, Birmingham 21. WTD 1/3/64.

ITALY—Thermoionic tubes, semi-conductors, other electronic componets. Societe Forniture Elettriche Radio Affini, s.r.l. (importer, exporter), Via Asmara 72, Rome. WTD 6/20/63.

369 Electrical Machinery, Equipment, Supplies

● **VIETNAM**—X-ray apparatus, equipment, supplies. Tender No. 1071-21123, bid deadline February 5. Terms in English. Specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

ENGLAND—A.C. alternators for automobiles, commercial vehicles. Electromobile Engineering Co. (West Bromwich) Ltd. (wholesaler, service station), High St., West Bromwich, Staffordshire. WTD 1/1/64.

ITALY—New articles, accessories for house trailers. Week-end, (retailer), Via del Corso 184, Rome.

■ **PAKISTAN**—Truck trailer with prime mover diesel engine, combination of carrying capacity up to 35 tons, with spare parts. Tender No. CDA/DP-1157. Bid deadline February 4. 3 wheeled road rollers, 10-12 ton capacity, with spare parts. 10 each. Tender No. CDA/DP-1181. Bid deadline January 30. Capital Development Authority, Directorate of Purchases, 101-E Satellite Town, Rawalpindi. Loan No. 391-H-056. U.S. source. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-64-5.

SPAIN—Repair, replacement parts for motor vehicles. Direct purchase and agency. Requests replies in Spanish. Automoviles Carsa (retailer), Jose Maria Soroa 9, San Sebastian.

THAILAND—Van truck body with hanging equipment for carcasses of about 30 heads of cattle or 50 hogs. Livestock Trading Cooperation Ltd., 1 Soi Kluay Nam Tai, Prakanong, Bangkok.

■ **TURKEY**—Genuine Chrysler Mopar parts. Long list of items, large quantities. IL No. 002376. Oto AS, Kegam Asaduryan, Feridiye Cad. No. 7/9 Taksim 1st, Istanbul.

■ Various Chrysler Mopar parts, replacement parts for cars, trucks. Long list of items, descriptions, quantities to special conditions. Import license No. 002377. Vasil Stefanidis, AnaCesme Merkez Apt. No. 1/5 1st, Istanbul.

■ Genuine Fomoco spare parts, long list of part numbers, descriptions, quantities. IL No. 002374. Temak Karabet Kuyumciyan, Yeni Tarlabasi Cd. No. 3, Taksim, Istanbul.

■ Replacement parts for Willys Jeeps, various part numbers, descriptions, quantities. IL No. 002599. Emko, Ilya Eskenazi ve Muiz Gabay Ortakligi, Yedikuyular Cad. 4/7 Taksim, Istanbul.

■ Various genuine Mopar parts, replacement parts for cars, trucks, to special conditions. Import license No. 002566. Todori Karamurat, Galata, Fermeneciler No. 75 1st, Istanbul.

All above for Loan No. 277-H-043. U.S. source. SBC-64-6.

■ Jeep replacement spare parts. Long list of part numbers, descriptions, quantities. State whether prices are fas, fob, cf or cif. Shipment by U.S. or Turkish flag vessels. Import license No. 002379. Otorot, Albert Nesulam ve Misel Benrey Koll. Sti. Taksim, Topcu Caddesi, No. 8/1, Istanbul.

■ Genuine Fomoco spare parts; Spade Parts Mfg. Co., or equal. Long list of part numbers, names, quantities. IL No. 002375. Tekmak Karabet Kuyumciyan Yeni Tarlabasi Cd., No. 3, Taksim, Istanbul.

Both above for Loan No. 277-H-043. U.S. source. Quotation date February 6. SBC-64-8.★

■ Genuine Fomoco spare parts. Extra long list of part numbers, descriptions, quantities. Import license No. 002429. Suleyman Akmeric, Taksim Sehit Muhtar caddesi No. 2/2, Istanbul.

■ Borg-Warner; Alloy Automotive Co.; Perfect Circle Corp.; Triplex of America; Federal-Mogul Corp.; Willys-Jeep Corp.; Budd Co.; Motor Wheel Corp.; Kelsey-Hayes Corp.; Airtex Products, Master Parts Division; Globe Rubber Products; genuine Chrysler Products, all, or equal. Long list of part numbers, descriptions, quantities. Import license No. 002383. Kemel Aybay Sirketi, A. Hamit Cad. 25/A, Taksim, Istanbul.

Both above for Loan No. 277-H-043. U.S. source. Quotation date February 6. SBC-64-7.★

372 Aircraft, Parts

AUSTRALIA—One only, used 4 seat light airplane. To be used for business transportation throughout Queensland. Should have ADF, HF, VHF, and full gyro panel. Considering Comanche, Mooney 21 or Cessna 182. George W. Rogers, F. Rogers & Sons Pty. Ltd., 97 Sandgate Rd., Albion, Brisbane, Queensland.

CHAD—Manufacturer wishes to import and assemble in Chad small, lightweight helicopter kits for sale to private business firms and government agencies in Chad, Central African Republic, Gabon, and Congo (Brazzaville). Kits for one, two and three passenger helicopters wanted. Direct purchase and agency. Requests replies in French. M. Hubert DeBresis, S.E.T.U.B.A., B.P. 66, Fort Lamy, Republic of Chad.

NEPAL—DC-3 cargo plane, C-47 series; double cargo doors, heavy-duty metal floor board; Bendix brakes and wheels; steward's seat; 30 quick-release high-density seats; engine, accessories, propellers—zero hour; standard DC-3 instrument panel; Sperry auto pilot; top of aircraft painted white up to top level of windows; paddle blade propellers; de-icing, anti-icing equipments not necessary. Certificate of airworthiness valid for 12 months; all Douglas mandatory modifications to be incorporated. Radio equipments: Collins Tx ART/13 with Rx BC-348; ARN compass; ARC-1 (10 or 50 channels), Collins Tx type 51R and Rx type 17L (2 VHF sets, any combination of these two specifications). Desired price $30,000-$40,000. Cable K. P. Gautam, Chief Administrator, Royal Nepal Airline Corporation. WTD 10/24/63.

373 Ship Building, Repairing

GERMANY—Sporting inboard motorboats; small self-propelled yachts; importing distributor requests replies from U.S. manufacturers only with quotations cif Dutch or German ports. Cawad R. Cohn KG, 150 Noerdlicher Zubringer, 4 Duesseldorf. WTD 12/11/63.

ITALY—New articles, accessories for motorboats. Week-End, (retailer), Via del Corso 184, Rome.

MOROCCO—Flag lot for nautical navigation. Requests replies in French, quotations cif Casablanca. Auxima (ship chandler), 26, rue de Vouziers, angle rue St-Quentin, Casablanca.

374 Railroad Equipment

● **INDIA**—Supply of 26 sets of traction equipment, mechanical components for 25KV A.C. broad gauge rail motor coaches, world wide tender No. RE/RS/204/Gen; bid deadline February 18. Ref. No. D/ENQ/855, tender fee $26.25, not refundable. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

379 Transportation Equipment

GERMANY—House trailers of all types; importing distributor requests replies from U.S. manufacturers only with quotations cif Dutch or German ports. Cawad R. Cohn K. G., 150 Noerdlicher Zubringer, 4 Duesseldorf. WTD 12/11/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

● **EAST PAKISTAN**—Parking meters, 60. Tender No. S-11/1034/63-64/Y, bid deadline January 27. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-2312).

GERMANY—Electronic, electric components for controlling, regulating devices for the automotive industry, particularly for temperature control; requests replies from manufacturers only. Direct purchase and agency. Moto Meter Hermann Schlaich, (manufacturer, importer, exporter). 67-75 Heilbronner Strasse, Stuttgart-N. WTD 2/27/63.

ITALY—Measuring instruments for petroleum, petrochemical, chemical industries, accessories, fittings. Tristano Picchi, (commission agent), Viale Universita, 11, Rome. WTD 6/18/63.

PAKISTAN—Thermostat switches and elements. Rashid Turner (Registered) (manufacturers), Raja Bazar, Sialkot City. WTD 12/3/63.

383 Optical Instruments, Lenses

CEYLON—Range finder, hand held, measuring distances optically; for use in combination with a plane table board, alidade (without horizontal direction arc, tripod); require-

ments: base length less than 15", range about 200', magnification 6X, accuracy closer than 1/20th of distance; objective diameter, field of view as manufactured; requests quotations, specifications. Surveyor-General's Office, Branch "S" (government agency), P.O. Box 506, Colombo.

384 Surgical, Medical, Dental Instruments

● **EL SALVADOR**—Cotton, natural, for surgical use, 5,000 lb. in 1 lb. rolls. Tender No. 219(63), bid deadline January 24. Proveeduria General De La Republica El Salvador, San Salvador.★ Terms and specifications in Spanish. (Telephone: 202-WO 7-5220).

ITALY—Medical equipment, instruments, supplies; equipment, instruments such as apparatus, accessories for laboratories for clinical analysis; instruments for lung and heart surgery; mercury, aneroid sphygmomanometers; phonendoscopes; interference filters for photo-electric cell colormeters (wave lengths in millimicrons 420, 490, 530, 550, 580, 650); raw, absorbent cotton in bales; rubber items for surgical use; rubber items for anesthesia, oxygen therapy, resuscitation; artificial arteries of man-made fibers; suture needles; disposable hospital supplies, such as injection needles, syringes, surgical gloves, masks, bed sheets, towels, aprons; bandages, dressings for burns caused by radioactive radiation; stainless steel containers for surgical use such as pans, basins, trays, kidney-shaped trays; plastic items for surgical use such as syringes, containers, materials for laboratories. M.A.S., S.p.A., Medicazioni Articoli Sanitari (importer, distributor, manufacturer), Viale Regina Margherita 158. WTD 8/20/63.

● **VIETNAM**—Supply of 23 wheel chairs. Tender No. 1065-20123, bid deadline February 4. Surgical instruments, supplies. Tender No. 1072-21123, bid deadline February 5. Medical equipment, supplies. Tender No. 1073-21123, bid deadline February 5. Terms in English. Specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Hospital, laboratory wares, office equipment. Direct purchase and agency. Relycom (Pakistan), (manufacturers' agent and importing distributor), 6/25 Patiala Grounds, McLeod Rd., Lahore. WTD 12/10/63.

394 Toys, Amusement, Sporting Goods

GERMANY—Structural toy sets; mechanical, plastic toys of all kinds; importing distributor requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports. Direct purchase and agency. Hans-Helmut Mogling. 2 Mathildenstrasse, 4 Dusseldorf. WTD 8/7/63.

GUATEMALA—Mechanical toys, including trains. Direct purchase and agency. Distribuciones "Capri" (importer, manufacturers' representatives, retailer), 6a. Ave. 11-21, Zona 1, Guatemala City. WTD 11/15/64.

ITALY—New articles, accessories for camping. Week-End, (retailer), Via del Corso 184, Rome.

NETHERLANDS—Watersport accessories such as skis, life-jackets. Arie de Boom N.V., 11, Parallelweg, or P.O. Box 30, Krimpen aan de Ijssel.

PAKISTAN—Educational toys. Direct purchase and agency. National Educational Emporium, (manufacturers of teaching aids, school furniture; importing distributors), 2/9 Nicholson Rd., Lahore. WTD 12/10/63.

SWEDEN—Sporting, camping, hunting goods; fishing tackle, angler's equipment. AB Gunnar Svensson & Co., (importer, sales agent), Jungfrugatan 24, Stockholm O.

Fishing tackle, equipment, for sportsmen. Holmsjo Industri AB, (manufacturer, wholesaler), Mellosa.

396 Costume Jewelry, Novelties, Buttons, Notions

GUATEMALA—Brooches, earrings, medallions, chains, rings, bracelets. Direct purchase and agency. Distribuciones "Capri" (importer, manufacturers' representative, retailer), 6a. Ave. 11-21, Zona 1, Guatemala City. WTD 11/15/63.

399 Manufacturing Industries

HONG KONG—Hog bristles of min. 2" and up; cock feathers of the special type, such as neck hackles, saddles, tails, all of min. 4" and up, as accepted in the international trade. Requests quotations with samples from suppliers/exporters. Hong Kong Bristle Manufactory (processor, exporter), P.O. Box 4455, North Point. WTD 12/11/63.

ITALY—Accessories for camping, motorboats, house trailers. Week-End (sporting, camping goods, marine sporting equipment), Via del Corso 184, Rome.

NORWAY—Pet shop supplies such as aquarium supplies, dog collars, leashes grooming accessories, bird cages. Direct purchase and agency. A/S Nordiske Agenturer (importer, wholesaler, manufacturers' agent), Thv. Meyersgt. 70, Oslo. WTD 12/23/63.

■ **TANGANYIKA**—Materials for the construction of a teachers' training college in Changombe, 21 items of miscellaneous commodities, such as aluminum ridge roll, corrugated aluminum roofing, roofing nails, aluminum casement windows, water closets, steel sinks, wash basins, fiber boards, wood preservative, powder for cement paint, wood prime paint.

■ Miscellaneous commodities, 126 items, including mild steel rods, dome lights, acoustic tiles, laminated plastic sheeting, ironmongery, sliding door tracks, roller blackboard, adjustable aluminum louvre end frames, sunscreens, cork tile paving, glazed ceramic wall tiling, mirrors, air conditioners, laboratory sinks, water taps, various sanitary equipment.

■ PIO/C No. 616-T-81-AA-9-30032. U.S. source. Bid deadline February 28. The Government of Tanganyika has issued the call for bids to be considered only if submitted through a list of 50 approved building supply warehouses. Tender documents may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-64-2.★

610 Credit Agency

MALAYSIA—Offer complete line of credit risk facilities to U.S. firms considering or engaging in business in Malaysia and the entire Far East. U.S. firms should communicate with Clarkes by cable or airmail letter or through any Dun and Bradstreet office in the United States or abroad. Clarkes Mercantile Offices, 310-314 Caroline Mansions, Hong Kong. Cable: SEKRALC. I.R. 421★

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

147 Chemical, Fertilizer Mineral Mining

FRANCE—Barite sulphate, all basic chemical products for rubber, paints & varnishes, ink, pharmaceutical industries; requests replies in French. Lamotte & Coiffard (manufacturer), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 9/14/63.

203 Canning, Preserving Foods

FRANCE—Canned crab meat, salmon, lobsters, fruits of various types in syrup; requests price quotations in French francs, cif French port. Lucien Ferret (sales agent, distributor), 10 Rue Saint-Antoine du T., Toulouse, Haute-Garonne.

GERMANY—Canned chopped ham, luncheon meat, pork, chicken; canned green beans, peas, asparagus, peaches, pineapples, pears, cherries, fruit cocktails, sweetened citrus fruit juices; requests replies from manufacturers only. W. Delventhal, (sales agent), Alte Holstenstrasse 23, Hamburg-Bergedorf.

PHILIPPINES—Canned Pacific mackerel, (salmon style—natural sauce), 48/15 talls. Replies from packers only. Menzi & Co., Inc., (importer, wholesaler, indentor, exporter), 220 Buendia Ave., Makati, Rizal; P.O. Box 603, Manila. WTD 10/2/62.

205 Bakery Products

FRANCE—Biscuits, cookies, crackers, snack goods, related U.S. specialties suitable for sale in France; requests price quotations in French francs, cif French port. Lucien Ferret (sales agent, distributor), 10 Rue Saint-Antoine du T., Toulouse, Haute-Garonne.

207 Confectionery

CANADA—Good quality chocolate bars, candies, confectionery. Eric D. Greenlaw & Co., (manufacturers' agent), 90 Keefer St., Vancouver 4, B.C. WTD 9/11/62.

220 Textile Mill Products

AUSTRALIA—Cotton fabrics or man-made fiber fabrics; tie materials of man-made fibers; swimsuit materials made of Lycra, other synthetic fibers. Clipper Trading Co. Pty. Ltd., (indentor, agent), Box 4135 G.P.O., Sydney. WTD 7/26/60.

221 Broad Woven Fabric Mills, Cotton

NEW ZEALAND—Cotton furnishing fabrics. Richardson Camway Ltd., (importer, manufacturer, wholesaler), 29 Chancery St., P.O. Box 2007, Auckland. WTD 12/20/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

NEW ZEALAND—Furnishing fabrics of cotton-rayon mixtures not exceeding 6 oz. per sq. yd. Richardson Camway Ltd., (importer, manufacturer, wholesaler), 29 Chancery St., P.O. Box 2007, Auckland. WTD 12/20/63.

223 Broad Woven Fabric Mills, Wool

AUSTRALIA—Furnishing fabrics; specifically interested in line of fabrics to be sold to manufacturers of upholstered furniture. Mr. L.W.D. Rochaix, Marshall Rochaix Pty. Ltd., 94 Petrie Terrace, G.P.O. Box 1024 N Brisbane. Brisbane, Queensland. WTD 12/23/63.

224 Narrow Fabrics, Other Smallwares Mills

BELGIUM—All kinds of textile fabrics including wool, rayon, nylon, cotton; requests replies from manufacturers only. Mr. Raymond David (agent), 36 rue Dautzenberg, Brussels. WTD 5/7/63.

227 Floor Covering Mills

AUSTRALIA—Floor coverings, particularly scatter rugs: Axminster, Wilton, tufted, chenille; cotton, wool, synthetic. Mr. T. C. Riley, Recun Agencies Pty. Ltd., (agent), 218-224 Clarence St., Sydney.

229 Textile Goods

BELGIUM—All kinds of imitation leather including rainwear fabrics; exclusive agency for Belgium. R. H. Berghmans (sales agent), 193, Ave. Victor Rousseau, Brussels 19.

232 Men's, Youths', Boys' Furnishings

GERMANY—Sportswear for teenagers; children's wear, cotton, synthetics; manufacturer's agent requests replies from U.S. manufacturers only with price quotations cif Dutch or German ports. Klaus Leinemann, (agent) 69 Brunnenstrasse, 483 Gütersloh, WTD 12/9/63.

234 Women's Misses', Children's, Infants' Under Garments

BELGIUM—Ready-made ladies' wearing apparel: outerwear, underwear; requests replies from manufacturers only. Mr. Haymond David (agent), 36 rue Dautzenberg, Brussels. WTD 5/7/63.

236 Girl's, Children's, Infants' Outerwear

UGANDA—All kinds of wearing apparel for children. Chez Elle, (distributor) P.O. Box 2882, Kampala. WTD 12/20/63:

239 Fabricated Textile Products

GERMANY—Curtain and lace-curtain fabrics made of synthetic fibers; manufacturer's agent requests replies from U.S. manufacturers only with quotations cif Dutch or German ports. Klaus Leinemann. (agent) 69 Brunnenstrasse, 483 Gütersloh. WTD 12/9/63.

264 Converted Paper, Paperboard Products

AUSTRALIA—Specialized paper products for office uses. Mr. N.J.P. Joyce, Accounting Aids Pty. Ltd., (business management analysts), P.O. Box 120, Newtown, N.S.W.

271 Newspapers: Publishing, Printing

PHILIPPINES—Old newspapers. Mr. Lim Peng Huy, Menzi & Co., Inc., (importer, wholesaler, indentor, exporter), 220 Buendia Ave., Makati, Rizal; P.O. Box 603, Manila. WTD 10/2/62.

276 Manifold Business Forms Manufacturing

AUSTRALIA—Specialized business forms for office uses. Mr. N.J.P. Joyce, Accounting Aids Pty. Ltd., (business management analysts), P.O. Box 120, Newtown, N.S.W.

279 Service Industries For Printing Trade

AUSTRALIA—Photo murals. Alan T. Clarke, R.M.B. 400, Maitland, N.S.W.

281 Industrial Chemicals

FRANCE—Magnesium carbonate, all basic chemical for rubber, paints, varnishes, ink, pharmaceutical industries; requests replies in French. Lamotte & Coiffard, (manufacturer), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 8/14/63.

282 Synthetic Materials

AUSTRALIA—Silicone for use in felt manufacturing. Requests replies from manufacturers only; quotations fob U.S. port or cif Adelaide. Thomson's Felt & Padding Mills (manufacturer, wholesaler), Davidson St., Hendon, South Australia. WTD 12/16/63.

FRANCE—Resins, all basic chemical products for rubber, paints, varnishes, ink, pharmaceutical industries; plasticizers; requests replies in French. Lamotte & Coiffard, (manufacturer), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 8/14/63.

285 Paints, Varnishes, Lacquers, Enamels

BELGIUM—Gouache paint. Desires commission agency for Belgium, Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301, Ave. de la Reine, Brussels.

287 Agricultural Chemicals

FRANCE—Lime carbonate; requests replies in French. Lamotte & Coiffard (manufacturer), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 8/14/63.

289 Chemical Products

BELGIUM—Special glues. Desires commission agency for Belgium, Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301, Ave. de la Reine, Brussels.

306 Fabricated Rubber Products

SOUTH AFRICA—Composition rubber sheets, of solid or resin rubber, with polished surface, for use as shoe soles; requests replies from manufacturers only. J. H. Haesloop Agencies, (manufacturers representative), P.O. Box 100, Durban, Natal. WTD 12/19/63.

307 Plastics Products

FRANCE—Plastic: toys; household items; cans, containers; various types. Max Dalmy, (importer, dealer), 29 cite d'Antin, Paris 9e.

314 Footwear

UGANDA—Children's shoes. Chez Elle, P.O. Box 2882, Kampala. WTD 12/20/63.

325 Structural Clay Products

FRANCE—Reinforcing clays; requests replies in French. Lamotte & Coiffard (manufacturer), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 8/14/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Talcs; kaolins; requests replies in French. Lamotte & Coiffard (manufacturer), 38-46 rue Raspail, Ivy-sur-Seine (Seine). WTD 8/14/63.

331 Steel Mill Products

DENMARK—Wire rope for use in industry, shipping. Albred Bilstein A/S, (importer, agent), 138 Holmbladsgade, Copenhagen S. WTD 12/19/63.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Engineers', carpenters' tools; gardening tools, accessories. K. R. Lucas & Co., (importer, agent), Box 1194, G.P.O., 24 Jamison St., Sydney, N.S.W.

TURKEY—Miners' hand tools. Requests reply from manufacturers only. Olgu Teknik Ticaret Ltd., (importer, retailer), Cumhuriyet Bulvari, Ticaret Han No. 306, Izmir. WTD 12/30/63.

346 Metal Stampings

AUSTRALIA—Kitchenware; kitchen utensils. K. R. Lucas & Co. (importer, agent), Box 1194, G.P.O., 24 Jamison St., Sydney, N.S.W.

GERMANY—Kitchen utensils of all kinds: stainless steel, aluminum, enamel; manufacturer's agent requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports; requests replies in German. Ernst Kracht, (agent), 17 Alfredstrasse, 43 Essen. WTD 12/6/63.

349 Fabricated Metal Products

ITALY—All types of valves, accessories, fittings for petroleum, petrochemical, chemical industries. Tristano Picchi (commission agent), Viale Universita, 11, Rome. WTD 6/18/63.

All types of valves for petroleum, petrochemical, chemical industries; commission agency. Tristano Picchi (commission agent), Viale Universita' 11, Rome.

352 Farm Machinery

COLOMBIA—Agricultural machinery, parts, implements. Caribbean Agencies Co. (commission merchant), Calle 36, No. 43-138, Aptdo. Aereo 2481, Barranquilla. WTD 12/4/63.

NEW ZEALAND—Agricultural sprayers. Frank M. Winstone (Merchants) Ltd., (manufacturer, wholesaler), P.O. Box 2195, Auckland. WTD 12/20/63.

353 Construction Machinery

COLOMBIA—Parts for heavy road construction equipment. Caribbean Agencies Co. (commission merchant), Calle 36, No. 43-138,

Aptdo. Aereo 2481, Barranquilla. WTD 12/4/63.

NETHERLANDS—Crawler-mounted excavators and cranes, especially with ¾-1¼ cu. yd. bucket capacity, 50-250 hp bull- and angle-dozers, 8-16 cu. yd. scrapers, all suitable for very weak soil conditions, small diesel, battery- and/or LPG-driven industrial tractors for harbor, airfield, industrial applications. Van Kranenburg N.V., 205 Schiekade, Rotterdam. WTD 12/19/63.

TURKEY—Passenger, freight elevators. Requests replies from manufacturers only. Olgu Teknik Ticaret Ltd., (importer, retailer), Cumhuriyet Bulvari, Ticaret Han No. 306, Izmir. WTD 12/30/63.

354 Metal Working Machinery

ITALY—Tools, metalworking machinery, attachments, accessories. Agency (wholesaler, agent, importer, exporter). Compagnia Genovese D'Esportazione S.r.l., Via L. Garaventa 2, Genova.

NETHERLANDS—All kinds of battery fast chargers; exhaust gas analyzers; petrol/oil mixture dispensers of suitable size for coin-operated vending machines; on-the-car wheel balancers, especially electronic types. Saarloos' Handelmij N.V. (importer, wholesaler, exporter), 35 Katshoek, Rotterdam. WTD 12/23/63.

NEW ZEALAND—Measuring instruments for metalworking: micrometers, calipers, gages. Frank M. Winstone (Merchants) Ltd., (manufacturer, wholesaler), P.O. Box 2195, Auckland. WTD 12/20/63.

355 Special Industry Machinery

NEW ZEALAND—Woodworking machinery, chainsaw accessories. Frank M. Winstone (Merchants) Ltd., (manufacturer, wholesaler), P.O. Box 2195, Auckland. WTD 12/20/63.

357 Office, Computing, Accounting Machines

AUSTRALIA—Specialized machines for office use. Mr. N. J. P. Joyce, Accounting Aids Pty. Ltd., (business management analysts), P.O. Box 120, Newtown, N.S.W.

BELGIUM—Staplers. Desires commission agency for Belgium, Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301 Ave. de la Reine, Brussels.

358 Service Industry Machines

ITALY—Special pumps for petroleum, petrochemical, chemical industries; commission agency. Tristano Picchi (commission agent), Viale Universita' 11, Rome.

Special pumps for petroleum, petro-chemical, chemical industries, accessories, fittings. Tristano Picchi, (commission agent), Viale Universita, 11, Rome. WTD 6/18/63.

THAILAND—Compressor (refrigerant ammonia) for fishing boat freezer; size about 2 cubic meters to 10 c.m. of space. Aroonwatana Co., Ltd., (retailer), 316-318 Prasemane Road, Bangkok.

361 Electric Transmission, Distribution Equipment

W. GERMANY—Electronic measuring, control instruments, manufacturers' representative requests replies in German from manufacturers only. Elektrotechnisches Buero, Ing. Reinhold Escher, 25 Klobensteinerstrasse, 8 Muenchen 9. WTD 12/16/63.

362 Electrical Industrial Apparatus

ITALY—Electric motors with speed reducers. Ercole Taraffo, (wholesaler), Via Pietro Cristofoli 67r, Genova Sampierdarena.

NETHERLANDS—Multi purpose electric testing equipment. Saarloos' Handelmij N.V. (importer, wholesaler, exporter), 35 Katshoek, Rotterdam. WTD 12/23/63.

TURKEY—Small electric motors. Requests replies from manufacturers only. Olgu Teknik Ticaret Ltd., (importer, retailer), Cumhuriyet Bulvari, Ticaret Han No. 306, Izmir. WTD 12/30/63.

363 Household Appliances

GERMANY—Washing machines, refrigerators for domestic use; manufacturer's representative requests replies in German from U.S. manufacturers only with price quotations cif German or Dutch ports. Ernst Kracht, (agent), 17 Alfredstrasse, 43 Essen. WTD 12/6/63.

365 Radio, Television Receiving Sets

W. GERMANY—Tape recorders, manufacturers' representative requests replies in German from manufacturers only. Elektrotechnisches Buero, Ing. Reinhold Escher, 25 Klobensteinerstrasse, 8 Muenchen 9. WTD 12/16/63.

367 Electronic Components

ITALY—Thermistors. Ercole Taraffo, (wholesaler), Via Pietro Cristofoli 67r, Genova Sampierdarena.

GERMANY—Electronic components, capacitors, transformers, stabilizers; manufacturers' representative requests replies in German from manufacturers only. Elektrotechnisches Buero, Ing. Reinhold Escher, 25 Klobensteinerstrasse, 8 Muenchen 9. WTD 12/16/63.

371 Motor Vehicles, Motor Vehicle Equipment

BELGIUM—Crash-trucks, 8 to 10 tons of total weight load; requests replies from manufacturers only. S.A. pour l'Industrie du Cuivre et de l'Aluminium en Belgique (nonferrous metals foundry; hot brass stamping), 7-15 Ave. Emmanuel, Machelen. WTD 3/28/63.

COLOMBIA—Auto parts. Caribbean Agencies Co. (commission merchant), Calle 36, No. 43-138, Apartado Aereo 2481, Barranquilla. WTD 12/4/63.

DENMARK—Axles, wheels, brakes, other parts for truck trailers, semi-trailers, Caravans. Alfred Bilstein A/S, (importer, agent) 138 Holmbladsgade, Copenhagen S. WTD 12/19/63.

SPAIN—Passenger automobiles, commercial trucks. Requests replies in Spanish. Automoviles Carsa, (retailer), Jose Maria Soroa 9, San Sebastian.

372 Aircraft, Parts

GERMANY—Single and twin engine airplanes; manufacturer's agent requests replies from U.S. firms with price quotations cif Rotterdam or Hamburg. Hans-Helmut Mögling, (agent) 2 Mathildenstrasse, 4 Düsseldorf. WTD 8/7/63.

381 Engineering, Laboratory, Scientific, Research Instruments

BELGIUM—Measuring instruments for electronics, electric, research laboratories, nuclear physics. Exclusive agency; requests replies from manufacturers only. S.P.R.L. Drua, (importer, agent), 205 Ave. Van Volxem, Brussels 19. WTD 3/28/63.

GERMANY—Aircraft radio navigation instruments; manufacturer's agent requests replies from U.S. firms with price quotations cif Rotterdam or Hamburg. Hans-Helmut Mögling, 2 Mathildenstrasse, 4 Düsseldorf. WTD 8/7/63.

Geodetic instruments, laboratory equipment; requests replies from manufacturers only. Clemens Riefler, Fabrik mathematischer Instrumente, (manufacturer), Postfach 52, 8964 Nesselwang. WTD 12/16/63.

ITALY—Instrumentation, piping fittings, pumps, materials used in installations for nuclear power production. Tristano Picchi, (commission agent), Viale Universita, 11, Rome. WTD 6/18/63.

Instrumentation, piping, fittings, pumps, materials for installations for nuclear power production; requests replies from manufacturers only. Tristano Picchi, (commission agent), Viale Universita' 11, Rome.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ITALY—Measuring instruments for petroleum, petrochemical, chemical industries; commission agency. Tristano Picchi (commission agent), Viale Universita' 11, Rome.

384 Surgical, Medical, Dental Instruments

ITALY—Instruments for general surgery; instruments, apparatus for traumatology; anesthesia apparatus; equipment for defense from radioactivity; accessories for X-ray, such as reinforcement screens, fluorescent screens, frames, protective gloves, aprons; apparatus for physiotherapy, gymnastics; apparatus for rehabilitation; artificial hearts; artificial kidneys; defibrillators; apparatus for blood testing, such as analysis of oxygen, CO_2 and pH; oxygen meters for medical use; apparatus for medical, beauty massage; oscillographs, oscillometers; cystoscopes, bronchoscopes, rectoscopes, endoscope apparatus in general for medical use; medical supplies such as adhesive plaster; protective materials for defense from radioactivity, such as clothing, masks. M.A.S., S.p.A., Medicazioni Sanitari (importing distributor, manufacturer), Viale Regina Margherita, 158, Rome. WTD 8/20/63.

387 Watches, Clocks

THAILAND—Electric clocks for outdoor signs. Mojdara Typewriter Co., Ltd., (importer, manufacturers' representative), 969 New Rd., Near U.S. Trade Center, Bangkok.

395 Pens, Pencils, Office, Artists' Materials

BELGIUM—Stationery products, marking products: all kinds of articles for drawing, novelties in this field. Desires commission agency for Belgium, Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301 Ave. de la Reine, Brussels.

399 Manufaturing Industries

CANADA—Good quality tobacco accessories of all types for sale to established outlets. Eric D. Greenlaw & Co. (manufacturers' agent), 90 Keefer St., Vancouver 4, B.C. WTD 9/11/62.

739 Business Services

AUSTRALIA—Specialized services for business management. Mr. N.J.P. Joyce, Accounting Aids Pty. Ltd., (business management) P.O. Box 120, Newtown, N.S.W.

Leads for Importers

147 Chemical, Fertilizer Mineral Mining

MOROCCO—Crude rock salt. Isaac Castiel & Carlos Romero, 28 Mohamed V, Tetuan. Requests replies in French/Spanish. WTD 12/26/63.

205 Bakery Products

DENMARK—Frozen Danish rye bread available in packages of thin slices wrapped in Saran. Direct sales to wholesale importers. Akts. Brunn's Bagermester Brd, Herstedostervej 17, Glostrup. WTD 12/20/63.

208 Beverage Industries

FRANCE—White Alsacian wines, brandies. Les Grands Crus D'Alsace, 1 Place de la Gare, Colmar (Haut-Rhin).

229 Textile Goods

BELGIUM—Insulation felt, punched or needled. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

242 Sawmills, Planing Mills

FRANCE—High grade, sawed, walnut wood, for use in manufacture of gunstock blanks, furniture, shipbuilding; offered for wholesale exportation, preferably through agents. Rouleau Freres & Cie., S.A., 1-7 Cours Saint-Georges, Perigueux, Dordogne. WTD 8/1/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

BELGIUM—Wood building panels, factory prefabricated. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

249 Wood Products

BELGIUM—Insulation products, cork. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

261 Pulp Mills

SYRIA—3,000 tons of linters first and second cut yearly on a partial shipment of 200 tons every two months. Zaloom & Saman, P.O. Box 49, Aleppo.

266 Building Paper, Board Mills

BELGIUM—Wallboard, interior, panel, tile. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

306 Fabricated Rubber Products

BELGIUM—Flooring, sheet, rubber. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

307 Plastics Products

BELGIUM—Floor covering, vinyl sheet. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

327 Concrete, Gypsum, Plaster Products

MOROCCO—Quicklime: powdered, lumps. Isaac Castiel & Carlos Romero, 28 Mohammed V, Tetuan. Requests replies in French/Spanish. WTD 12/26/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

BELGIUM—Floor covering, vinyl, asbestos. Agency. Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

342 Cutlery, Hand Tools, General Hardware

FRANCE—All kinds of mechanical hand tools. Fabrique de Fraises Dentaires & Mecaniques, Usine du Prado, Bourges (Cher).

PAKISTAN—Scissors, including manicure, surgical, tailor, barber. Bashir Jamil & Bros., Mujahid Road, Sialkot City. WTD 12/3/63.

SWEDEN—Hose clamps. Allmanna Brandredskapsaffaren AB, Scheelegatan 28, Stockholm K. WTD 12/19/62.

344 Fabricated Structural Metal Products

BELGIUM—Metal building panels for prefabricated, demountable metal buildings. Agency Fabribeton, S.A., 1162, chaussee de Mons, Brussels. WTD 12/18/63.

349 Fabricated Metal Products

SWEDEN—Patented valves, fittings for petroleum products, industry. AB Rune Nordstrand, Garver Lundins Grand 2, Stockholm K. WTD 9/20/63.

353 Construction Machinery

SWEDEN—Rollers, wheels for conveyor belt systems. AB Maskin-Tellus, Vallentuna. WTD 8/23/62.

354 Metalworking Machinery

SWEDEN—Pillar drilling machines. AB Industrimaskiner, Tunnelgatan 19 B, Stockholm C. WTD 9/20/61.

355 Special Industry Machinery

GERMANY—Shoe making, repairing machinery. Gust. Rafflenbeul, 55 Kaiserstrasse, 583 Schwelm/Westf. For prospectus write: BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 12/10/63.

GERMANY—Rotary reverberatory furnaces for copper refining. Kolsch-Folzer-Werke A.G., 75 Hohler Weg, Siegen/Westf. WTD 11/27/63.

SWEDEN—Automatic flat jacquard loom. Nils Modig, Fjallbackagatan 21, Goteborg. For descriptive literature write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 8/6/62.

Patented machine making mashed potatoes from potato powders. Direct and agency. Thermoscan, St. Nkgatan 5, Malmo C. For descriptive pamphlet write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

366 Communication Equipment

SWEDEN—Inter-communicating systems. AB Gylling & Co., Sjobjornsvagen 62, Stockholm-Grondal. WTD 7/16/63.

371 Motor Vehicles, Motor Vehicle Equipment

SWEDEN—Automobile level indicator. Auto Nova, Onskevadersgatan 41, Goteborg H.

385 Ophthalmic Goods, Eyeglasses

FRANCE—Sun eyeglasses, frames. Les Fils de Louis Lebrier, 40 rue Jules Michelet, Oyonnax (Ain).

399 Manufacturing Industrial Products

FRANCE—Wigs, toupees, hand and machine-made for men, women, including human-hair, high-fashion pieces; related lines natural and others such as chignon, braids, curl-clusters, custom-made hair goods for street wear or transformation; available in a wide variety of shades. Wholesale exportation only. Descriptive literature, price lists will be sent to U.S. inquirers upon request. Fernan Hyvernat, Saint-Benoit, Vienne. WTD 3/26/63.

505 Farm Products, Raw Materials

NEPAL—Raw jute, up to 1.23 million pounds. Nepal Machhendra Trading Hall, 9/173 Kele Tole, Kathmandu. Samples will be sent to U.S. inquirers upon request.

509 Wholesalers

FRANCE—Religious gift articles including rosaries, crucifix, medals. Mayaud S.A., Quai Mayaud, Saumur (Maine & Loire).

HONDURAS—Hand-carved wooden items, using the motifs of Mayan Indians, including fruit bowls, fork and spoon sets, cigarette boxes, jewelry boxes, wall and table ornaments, letter openers, cedar chests, tables. Charles C. Certosimo, American Agencies, Aptdo. Postal 17, Tegucigalpa. WTD 3/12/63.

PHILIPPINES—Wide variety of Philippine orchids. American Wrought Iron & Metal Craft, 36 Sampaloc Ave., Quezon City; P.O. Box 435, Manila, Attn: Mrs. Nieves D. de Leon. WTD 3/22/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—William Wilson Ross, representing A. F. Agnew & Co. Pty. Ltd., 1245 Sydney Rd., Fawkner, N.15, Victoria, interested in contacting **builders' hardware manufacturing plants.** January 26 via Los Angeles for 4 weeks. c/o Caldwell Manufacturing Co., P. O. Box 444, Rochester, New York. Itinerary: Los Angeles, San Francisco, Seattle, Rochester, Miami.

George Wallace Rogers, representing F. Rogers & Sons Pty. Ltd., 97 Sangate Rd., Albion, Brisbane, Queensland, interested in **transport equipment** and **light aircraft.** January 26 via Honolulu for two weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Honolulu, San Francisco, Los Angeles, Chicago, St. Louis, Dallas, Indianapolis.

See Special Trade Leads, page 25

FRANCE—Andre Jacques Girard, representing Ste S.I.C.A.P., 49 rue St. Didier, Paris, interested in representation or licensing rights of: (1) **vinylic resins; plastics** in sheets; (2) plastic coated textile materials; (3) plastics of various types; other articles and products which would be new to France, and requesting plastic materials in general, particularly, on vinylic. Here for two weeks. c/o Hotel Savoy Hilton, New York, N.Y. Itinerary: Akron, Louisville, Henry, Ill., East Norwich.

See Special Trade Leads, page 25

GERMANY—Alfred Huber, representing E. G. Zimmermann (marble, onyx, metal goods), Hanau/Main, P.O.B. 149, interested in contacting importers and wholesalers of quality **gift items.** Here for three weeks. c/o Hotel George Washington, 23rd St. & Lexington Ave., New York, N.Y., as of January 22. Itinerary: Miami, Dallas, Washington, Philadelphia, New York, Boston.

See Special Trade Leads, page 25

SYRIAN ARAB REPUBLIC—'Arif Hinedi, representing Mohamed Rashid Hinedi & Sons, P.O. Box 55, Baron St., Aleppo, interested in visiting **cotton ginneries,** contacting **cotton importers** and **exporters** in Memphis, New Orleans, Atlanta, Dallas, Houston; requesting technical information on **cotton classification** and **cotton ginning machinery.** Here for five months. c/o Abdul Kader Hinedi, Barbizon Plaza Hotel, New York, N.Y. Itinerary: New York, Memphis, New Orleans.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Suggestions on selling electronic equipment

(*Continued from page 13*)

vehicles for showing products to prospects throughout Europe. They are based in a domiciled sales office and are, therefore, privileged to seek and obtain an international "carnet du passage" for each tour scheduled. This carnet permits entry into most countries with a minimum of customs procedure and eliminates the requirement of posting a bond or depositing a percentage of the duty assessable for the vehicle and its demonstration products contents.

Lacking an office or base overseas, it is still possible and feasible for an American concern to load a vehicle in the United States and ship it overseas. A carnet cannot be obtained, and entry into various countries can range from a relatively simple procedure taking an hour or so to a tedious affair occupying two days or more in the most restrictive country. However, since any such venture should be run by a well trained factory sales engineer, two major benefits will be apparent: the size of the market can be judged through factory trained eyes and the demonstrations to key prospects, selected by the local agent, are made by a technically qualified individual who knows good reasons why the prospect should buy.

Several side benefits also accrue. Since all demonstrations should be made in the company of an agent's salesman, he is bound to learn something about the product and its features which he will never learn from reading alone and the answers to customer's questions, regarding performance, durability, who uses it, etc. His confidence and interest are bound to increase.

The American visitor will get first-hand information about the needs, desirable product modifications or innovations and customer oriented market information, which he can feed back to his own plant. Direct factory contact with a customer is always desirable where product lines are technical; as the distance between prospect and factory increases, direct contact becomes especially effective.

In the competitive atmosphere now developing, an American firm that does not send technically qualified sales people overseas, if only for brief periods, is inviting lost sales by default. Unique product applications, suggestions on how to improve service, constructive criticism, and the personal opinions of each local salesman, all the bits of information that go to make a solid whole and yet never get communicated by the written word are the material from which opportunities can be created by a visitor willing to listen.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

BRAZIL—(620 Cruzeiro = US$1.00★). The Departamento Municipal de Agua e Esgotos (DMAE), an autonomous municipal agency in charge of providing water supply and sewage services to Porto Alegre's 668,000 inhabitants is the recipient of a $3,150,000 loan from the Inter-American Development Bank's Fund for Special Operations.

The loan will help finance a project to provide water and sewage service to 95% of the population within four years enabling the construction of three new **water treatment plants,** improving the existing plants, building new **reservoirs** and extending the distribution network of the **water supply system.**

The proposed works are expected to increase the volume of water available to the city from 184,000 cubic meters to 313,168 cubic meters a day. This increase will cover requirements through 1975 and will raise the percentage of the population supplied with water from 82 to 95%.

COLOMBIA—(10 Peso = US$1.11). The ministry of Rural Affairs through the Dirreccion Nacional de Desarrollo Rural and Bolivia's Agricultural Bank, as a result of a $1,535,000 loan from the Inter-American Development Bank will expand a program of rural development which provides for the construction and improvement of rural development bases.

The project calls for the **improvement** and **completion of** two existing **bases** and the construction of a new base at Paracaya near the city of Cochabamba. A base near Paracaya and two new bases at sites yet unselected would also be constructed.

A total of $171,000 will be used to cover construction costs of **farm buildings, carpentry shops** and **sanitation facilities.** $263,000 will finance the purchase of **machinery** and such **equipment** as **tools, water pumps, agricultural implements** and a limited number of **vehicles** for the bases. The remaining funds will be used for local agricultural assistance programs.

COSTA RICA—(10 Colon = US$1.50). The Government of Costa Rica is initiating this year a long range program of **highway improvement** and **new construction** (Plan Vial) partially financed by the International

Bank for Reconstruction and Development and the International Development Association. Contract work for a total value of US$11,000,000 will be advertised for bids over a period of three years. Contracting firms from any of the member countries of the International Bank are eligible to submit bids.

Individual contracts will range in size from US$250,000 to one million dollars and two to five projects will normally be advertised for bids together to permit contractors to bid on a sizeable total amount of work. In view of the relatively small number of contractors in a position to bid on projects of this size, the participation of foreign contractors in this work is desired.

INTERNATIONAL COMMERCE published two bid invitations in the issue of January 13, page 26. Interested contractors should review this tender.

ETHIOPIA—(E$2.50 = US$1.00). The Ministry of Public Health has announced that a new, modern **100-bed hospital** will be built by Norway in Yirga Alem, Sidamo, utilizing Norwegian government aid. Construction is said to have been scheduled to start about January 1, with completion set for the latter part of the year. The hospital, which is estimated to cost E$680,000 will be operated by the Norwegian Lutheran Mission to Ethiopia.

HONG KONG—(HK$10. = US$1.75). The Hong Kong Government announced recently that a Swedish firm of contractors has been given a US$16.8 million contract for the construction of **tunnels** and **intakes** in connection with the **Plover Cove Reservoir Scheme.** The Swedish Company, Svenska Entreprenad Aktiebolagt, Sentab, reportedly will enter into a partnership with Gammon (Hong Kong) Ltd. to carry out the construction work as a joint venture. Tenders for this phase of the project were also received from Japan, France, Britain, and Holland as well as from local firms.

IRELAND—(£1 = US$2.80). Major **improvements** in Galway **harbor** have been started which by 1966 will enable the dock system to accommodate ships of up to 4,000 tons dead weight. **Dredging** the **approach channel** to a depth of 12 feet will be the major factor.

LIBERIA—(L$1.00 = US$1.00). A National **Medical Center** is to be constructed in Monrovia at a cost of $5.3 million. The center will include para-medical training facilities for nurses, midwives, dressers and technicians for staffing health facilities all over Liberia. Financing has been arranged with the AID.

LIBYA—(L.£1. = US$2.80). The Libyan Five-Year Plan provides L.£ 5.4 million for main **power stations** and L.£ 2 million for small plants, both including transmission and construction costs. For fiscal year 1964 L.£ 1.1 million is earmarked with a further increase to L.£ 1.8 million planned for fiscal 1965. The program includes three main power stations and 34 small **diesel plants** for towns and villages. The three main power stations include a **20,000 KW thermal addition** to existing facilities; a **20,000 KW new steam plant** for Benghazi and a 17,000 KW diesel plant for Lamluda. Requests for additional information must include a pre-addressed mailing label.★

MALAYSIA—(M$1. = US$.33). Brunei's Commissioner of Development has announced that the project to **develop** Muara **port** northeast of Brunei town has been given the "go ahead" and that tenders probably will be called from foreign engineers and contracts in about nine months. The M$32 million scheme, endorsed by a UN expert is the largest single component in the State's development plan for 1962-1966. By 1968, when the port is scheduled to be operational, it is estimated that the annual export tonnage could reach 210,000 tons, double the present figure.

MEXICO—(10 Peso = US$ .80). A $20 million loan was made to the Nacional Financiera, S.A. by the Inter-American Development Bank to help finance a **regional development program** in Northwestern Mexico. The project, whose total cost is estimated at $112 million, includes the construction of a series of works to irrigate about 187,500 acres of new land and to improve the irrigation of an additional 75,000 acres in the State of Sinaloa. The project will be carried out by the Secretariat of Hydraulic Resources, the government agency responsible for planning, building and operating Mexico's **irrigation system.**

The project is the second phase of a four-stage program designed to bring about the balanced development of Mexico's northwest through the utilization of the region's water resources, principally those of the Culiacan River and its tributaries, the Humaya and Tamazula Rivers.

The program's first stage, already completed, included the control and utilization of the waters of the Tamazula River through the construction of a dam and auxiliary works at a total cost of $32.5 million. It also included construction of a hydroelectric plant with a capacity of 14,000 kilowatts at a total cost of $2 million.

The second stage consists of the construction of facilities for the control and use of the waters of the Humaya River. These facilities, which will be completed by 1965, include the President Lopez Mateos **Dam** with a capacity of 3,150,000 cubic meters; the El Rincon diversion dam; the main canal of the Humaya River and irrigation and drainage systems in the Pericos Valley. It also includes the construction of **irrigation** and **drainage systems** in the Guamuchil Valley, which will be completed by 1966, and of a network of **service roads** in the area. A **hydroelectric plant** will be built at the President Lopez Mateos dam with a capacity of 40,000 kilowatts.

The third and fourth stages will deal with the **extension of** the Humaya River **main canal** in order to provide water to another 112,000 acres and the construction of four dams to control the waters of the Tamazula and Humaya Rivers as well as generate electric power.

NIGERIA—(1 N.£ = US$2.80). The Nigerian Government plans to **expand** the **water supply** and **distribution system** of Ibadan. This project is estimated to cost about $12.1 million. A second project, costing approx. $8.6 million is the proposed construction of a **road** in Eastern Nigeria from Ikom to Calabar, together with bridges including a major **bridge** over the Cross River. This road will provide all weather transportation from Ikom to the port of Calabar, open up the Cross River Basin to greater agricultural development, and link up with roads serving the Abakaliki-Enugu area. Financing has been arranged with the AID.

PAKISTAN—(10 Rupee = US$2.10). It has been announced that construction of a **single runway airport** at Hyderabad would begin in January. The new runway will be 6,000 feet long and will be extendable to 7,500 feet. It will make possible, for the first time, direct air travel between Karachi and Hyderabad, the two most important commercial cities of the Sind.

PERU—The Compania Irrigadora Pativilca, S.A., has received a $1,410,000 loan from the Inter-American Development Bank to help complete an **irrigation project** which will reclaim about 16,000 acres of desert lands on the Peruvian coast.

The project, which is managed and supervised by the private Peruvian firm, includes the construction of about 10 miles of secondary canals and a 3.6 mile section of the main canal, excavation of lateral canals, construction of drainage ditches and some 30 miles of access roads. The reclaimed lands will be used for the cultivation of fruits, produce, cereals, and dairy and livestock farming.

PHILIPPINES—(10 Peso = US$2.70). It has been reported that a new hotel, the Rizal International Hotel, will be constructed on Manila's seafront boulevard and shall have 392 rooms. The hotel is being financed as a Philippine-U.S. joint venture, with the U.S. group, the Seaboard International Investors Corp. of New York, to have a 40% equity.

SAUDI ARABIA—(10 Riyals = US$20). Three firms of consulting engineers, one each from Germany, Italy and the United States, have been engaged by the Saudi Arabian Government to design 5,000 km. (3,107 miles) of **roads,** to be built over the next six years.

The project is in line with an accelerated program of road building in which Saudi Arabia has been involved since 1953. The program is seen as a 15-year plan that will eventually add 6,760 km (4,200 miles) of roads to the Kingdom. Cost of the program has been set at US$221.5 million and is being financed entirely by Saudi Arabia. In addition to surveying and designing the 5000 km. of new roads, the engineering firms will also prepare all construction and equipment specifications.

SPAIN—It is reported that Lancia & Co. of Turin and the S.A. Distribuidora de Automoviles Lancia have requested official authorization from the Spanish government for the construction of an **automobile assembly plant** in the free zone area of Barcelona, Spain. Initial capital for the new company will amount to approx. $160,000 with Lancia holding a 25% interest and the Spanish group hold the remainder.

SYRIA—The Cooperative Society of the Electricity and Transportation Organization in Aleppo is planning a 500 unit cooperative **housing development** to be erected on the outskirts of Aleppo. Although no formal tenders have been published as yet, it is expected that they will be released within the next two months. It is reported that the authorities of the Cooperative Society have expressed their interest in private U.S. participation in this venture, with the successful bidder to perform both the financing and the construction of the project, estimated to cost about 12 to 15 million Syrian Pounds (3.80 Syrian Pounds=US$1.00). U.S. firms interested are invited to correspond directly with the Cooperative Society.

TANGANYIKA—Consideration is being given by four independent and separate organizations to construct fully integrated **textile mills** in Tanganyika. The plans vary in scope from investments of £1 to £3 million. One of the proposed plants is expected to have an output of 8.5 million sq. yd. of cotton and synthetic yarns.

New Books and Reports

***International Business Techniques—Legal and Financial Aspects.* Carol McCormick Crosswell. 1963. Oceana Publications, Inc., Dobbs Ferry, N.Y. 361pp. $15.**

Covers basic problems of corporations engaging in direct foreign investment. Discusses position of foreign branches, subsidiaries and base companies of U.S. controlled foreign corporations under foreign and U.S. tax laws and tax treaties; contrasts U.S. Corporate Law and the law of various foreign countries; presents basic structure of European Economic Community; describes incentive programs offered by foreign governments, and means of doing corporate business, guarantees, tax concessions, treaty benefits, and financial aids in Common Market, India, Japan, and Ireland. Appendixes include bibliography on doing business abroad, list of countries where U.S. guarantees are available, chart of general Income Tax Agreements.

***Economic Yearbook of Tunisia—1964.* Published by the Tunisian Union of Industry and Commerce (UTIC), Tunis. 301 pp. $10 postage paid.**

The Yearbook, written in English, gives a relatively complete listing of the industrial, commercial and agricultural enterprises in existence in Tunisia in 1963. It also covers government organization, basic economic data, Tunisia's development plans, commercial legislation, and other information valuable to the American trader or investor.

Orders for the Yearbook may be directed to: Union Tunisienne du Commerce et de L'Industrie, 32 Rue Charles de Gaulle, Tunis. U.S. address: Tunisian Trade Office, 65 East 56th Street, New York, N.Y. 10022. **J.S.**

Overseas Business Reports. U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 per year additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.

Investment Factors in Turkey. OBR 63-137. 11 pp. Describes the scope of private foreign investment, prospects for investors, promising areas for foreign private enterprise, government policy toward foreign investment, government controls over industry, screening process for investment proposals, taxes to which investors may become subject, and availability of financing. Appendixes contain the text of the Foreign Investment Encouragement Law and the Regulation governing foreign capital in Turkey.

Foreign Trade Regulations of the Philippines. OBR 63-138. 8 pp. Outlines the Philippines trade policy, import tariff system, sales and other internal taxes, documentation and fees, labeling and marking requirements, special customs provisions, nontariff import trade controls, export controls, and U.S. controls affecting trade with the Philippines.

Foreign Trade Regulations of the Malagasy Republic. OBR 63-141. 7 pp. Summarizes the Malagasy Republic's commercial policy, import tariff system, and the same types of information as contained in OBR 63-138, above.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Rotterdam Yearbook 1963-64.* Published by Hafenkurier Weekly, Rotterdam. 148pp. $2.07 (7.5 guilders).**

In addition to its regular features, this year's issue contains a study of the organization of Rotterdam harbor and a survey of current rates.

Special chapters have been dedicated to the technical development of Rotterdam harbor, the task of Dutch banking, transport of chemical products via Rotterdam, the port of Rotterdam in the international fruit trade, and construction of an underground tramway between the banks of the Meuse.

Copies can be ordered from *Der Hafenkurier*, Rotterdam, Witte de Withstraat 73.

***Taxation of Foreign Investment Income. An Economic Analysis.* Peggy Brewer Richman. The Johns Hopkins Press, Baltimore, Md. 21218. 1963. 140pp. $5.50.**

Of particular interest to corporate comptrollers and staff economists, this book undertakes a systematic economic analysis of various policies and practices governing the taxation of foreign investment income.

The study is concerned almost exclusively with the taxation on foreign-source income and focuses on the corporate income tax.

After a theoretical discussion of the economic criteria applied to the principles of taxing foreign investment income, the author turns to the historical development of the taxation principles involved, with particular reference to U.S. policy. Models are then developed to test various international tax relationships against the criteria discussed earlier and to capital formation in the less developed countries. Finally, the study evaluates current U.S. private investment abroad and draws conclusions for policies governing taxation of income from such investment. **C.W.V.**

***Capital Sources and Major Investing Institutions.* William C. Hanson. New York: Simmons-Boardman Publishing Corporation, 1963. 283 pp. $15.**

This book, consisting of 3 parts, is designed as a reference guide to sources of capital and the major investing institutions. The text (Part 1) surveys the various institutions which provide financing for commercial and public purposes, and briefly discusses each institution's special facilities, interests, and requirements.

Of greatest interest to foreign traders is the section entitled "Quasi-Government International Finance Agencies," which describes in summary form the facilities of the World Bank, the International Finance Corporation, the International Development Association, the Inter-American Development Bank, the Export-Import Bank, and the Agency for International Development.

The greater part of the book, however, consists of a short guide classifying the institutions by types of financing provided (Part 2), and extensive lists of individual financial organizations with the names of their financial officers and data on their financial resources (Part 3). **A.W.**

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701959/28

Calendar *for international traders*

January

21—Sales and Marketing Executives International, monthly luncheon, Fort Shelby Hotel, **Detroit, Mich.** Speakers: Merritt Hill, President, J. I. Case Co., Racine, Wisc., and William Carlbach, Deputy Director, New York Field Office, Department of Commerce.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Malaysia-Hong Kong, **Portland, Ore.** Sponsor: Department of Commerce, Portland Field Office.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Austria-Switzerland, **Philadelphia, Pa.** Sponsor: Department of Commerce, Philadelphia Field Office.

21—Export Educational Seminar, **Memphis, Tenn.** (second of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructors: Mr. Dimitri Georgiadis, Plough, Inc., Memphis, and Mr. E. W. Cook, President, Cook & Company, Memphis.

21—Memphis World Trade Club monthly meeting, **Memphis, Tenn.**

21—Workshop on Marine Insurance. **Kansas City, Mo.,** REEC, Department of Commerce Field Office, International Trade Club co-sponsors.

21—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

22—Export Trade Seminar; to run 8 consecutive Wednesdays, 7:30-9:30 p.m., sponsored by Delaware State Chamber of Commerce in cooperation with State Department of Public Instruction, Wilmington Public Schools, U.S. Department of Commerce, Small Business Administration, State Development Department. For further details, inquires should be made to Delaware State Chamber of Commerce, 1112-14 King St., **Wilmington, Del.**

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Seattle, Wash.** Sponsor: Department of Commerce, Seattle Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Chicago, Ill.** Sponsor: Department of Commerce.

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Los Angeles, Calif.** Sponsor: Department of Commerce, Los Angeles, Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Richmond, Va.** Sponsor: Department of Commerce, Richmond Field Office.

22—Eleventh Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Building, **Cleveland, Ohio**, in cooperation with Regional Export Expansion Council.

22—Regional Export Expansion Conference on Latin America, **Baltimore, Md.** Speaker: Claude Courand, Director, American Republics Division, OIRE, Department of Commerce.

22—"Mobile Profits In Exports" Conference **Midletown, N.Y.** Sponsor: Mid-Orange United Chamber of Commerce, New York Regional Export Expansion Council, Department of Commerce, New York Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **San Francisco, Calif.** Sponsor: Department of Commerce, San Francisco Field Office.

23—World Trade Conference. Paxton Hotel, **Omaha, Neb.** Midwest Foreign Trade Assn., Kansas City REEC, Commerce Field Office and SBA, co-sponsors.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Dallas, Texas.** Sponsor: Department of Commerce, Dallas Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Birmingham, Ala.** Sponsor: Department of Commerce Field Office.

23—Briefing Conference on Latin American Trade and Development, **Miami, Fla.** Sponsors: Federal Bar Association, and the Bureau of National Affairs. Speaker: Clarence I. Blau, Assistant Director, BIC, U.S. Dept. of Commerce.

23—Monthly dinner meeting of World Trade Club of St. Louis at Schneithorst Restaurant, **Ladue, Mo.** Speaker, Dr. George Coleman, Economist, Mercantile Trust Company.

23—Mid-South Exporters' Roundtable, monthly meeting, **Memphis, Tenn.**

23—"Mobile Profits In Exports" Conference **Newburgh, N.Y.** Sponsor: Newburgh Chamber of Commerce, New York Regional Export Expansion Council, Department of Commerce, New York Field Office.

23—"Mobile Profits In Exports" Conference **Poughkeepsie, N.Y.** Sponsor: Poughkeepsie Chamber of Commerce, New York Regional Export Expansion Council, Department of Commerce, New York Field Office.

23—Southwest Shipper's Advisory Board meeting, Baker Hotel, **Dallas, Texas.**

23—Luncheon meeting, World Trade Council, Chamber of Commerce of Greater Pittsburgh, 12:15, Penn-Sheraton Hotel, **Pittsburgh, Pa.** Speaker: S. J. Rundt, President, S.J. Rundt & Associates.

23-24—Briefing Conference on Latin American Trade and Investment, The Deauville Hotel, **Miami Beach, Fla.** Sponsor: The Federal Bar Association and the Inter-American Bar Association.

24—Businessmen's Consultations with members of U.S. Trade Missions to Austria-Switzerland and Malaysia-Hong Kong, **St. Louis, Mo.** Sponsor: Department of Commerce, St. Louis Field Office.

24—First regular dinner meeting, North Carolina World Trade Association, Whispering Pines Motor Lodge, **Southern Pines, N.C.** Sponsors: North Carolina Regional Export Expansion Council; N.C. Ports Authority; N.C. Department of Conservation and Development; U.S. Department of Commerce Field Office, Greensboro. Speaker: Peter T. Jones, Deputy to the Secretary of Commerce.

24—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Atlanta, Ga.** Sponsor: Department of Commerce, Atlanta Field Office.

24—World Trade Luncheon, **University City, Mo.** Sponsor: University City Chamber of Commerce and St. Louis Field Office, Dept. of Commerce. Speaker: Oliver B. Bongard, deputy director, Trade Centers Division, Bureau of International Commerce.

27—Plant Engineering & Maintenance Show opens at Public Auditorium, **Cleveland, Ohio,** Plant Engineering & Maintenance Conference opens with 51 sessions, 78 speakers, 15 roundtables scheduled.

27—Importers Association of Chicago, Traffic Club, Palmer House, **Chicago, Ill.**

27—Michiana World Trade Club, Tyler Refrigeration Company, **Niles, Mich.**

27—World Trade Luncheon, **St. Louis, Mo.** Sponsor: Traffic Club of St. Louis; World Trade Club; Chamber of Commerce, St. Louis REEC, U.S. Dept. of Commerce Field Office. Speaker: Oliver B. Bongard, deputy director, Trade Centers Division, Bureau of International Commerce.

28—Export Educational Seminar, **Memphis, Tenn.** (third of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructor: Mr. G. Fitzhugh Granger, International Harvester Export Corp., Chicago, Ill.

28—Monthly luncheon, Public Relations Society of America, Detroit Chapter, **Detroit, Mich.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

28—Export Counseling Program. Co-sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, and REEC, **Pittsburgh, Pa.**

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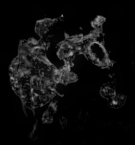
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